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1990 GOVERNMENT RELATIONS SURVEY

MANUFACTURERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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"A"

1990 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

■ GENERAL AND BUSINESS DATA

1. Product line(s) manufactured by your firm:

7.1 Building Materials	19.9 Lawn & Garden
32.7 Hardware	15.2 Plumbing & Electrical
33.6 Hand & Power Tools	15.2 Paint & Sundries
8.1 Automotive, Toys & Sport	12.3 Housewares

2. Annual volume of those product lines indicated above:

30.8 Under $5 million	11.4 $25-$50 million
19.0 $5-$10 million	20.9 Over $50 million
18.0 $10-$25 million	

3. Number of employees:

46.9 Under 100	8.5 Over 1,000
36.5 100-500	7.3 % of employees who are part-time (e.g. less than 25 hours/week)
8.1 500-1,000	

4. Union status:

15.2 Unionized

17.1 Partially unionized

67.8 No union

5. Do you have plans to increase the number of new employees in 1990?

54.5 Yes 45.5 No

If "yes," what percentage increase? 9.8 %

6. Does your company foresee an increase in direct employee wage costs in 1990?

93.8 Yes 6.2 No

If "yes," what percentage increase? 5.4 %

7. What percentage of employee expense is attributed to indirect costs?

- Health benefits 18.6 %
- Pensions 10.1 %
- Other 14.3 %

■ GENERAL AND BUSINESS DATA (Continued)

8. Does your firm expect an increase in unit sales in 1990?

89.0 Yes 11.0 No

If "yes," estimate percentage increase. 12.5 %

9. Does your firm expect an increase in dollar sales volume in 1990?

96.2 Yes 3.8 No

If "yes," estimate percentage increase. 13.5 %

10. Does your firm plan to increase plant and equipment purchases in 1990?

51.2 Yes 48.8 No

If "yes," by what percentage of sales volume? 7.7 %

11. Does your firm plan to expand its physical plant in 1990?

21.6 Yes 78.4 No

12. Please enter your forecast for 1990 for the following economic indices (on a 12-month average basis) by percentage:

4.6% Inflation

2.7 % Gross national product

5.6% unemployment

9.1 % Prime interest rate

■ TAX POLICY

13. Compared to 1985, do you believe your company's tax liability has:

62.3 Increased

16.1 Decreased

21.6 No change

14. Given a second opportunity, would you now recommend enactment of the Tax Reform Act of 1986?

56.1 Yes 43.9 No

15. Please rank the following issues in their order of importance to you (Number 1-most important, Number 8-least important — use each number only once):

1 Restore investment tax credit

2 Restore accelerated depreciation

3 Restore capital gains rate differential

6 Eliminate current alternative minimum tax

4 Eliminate double taxation of corporate dividends

7 Payroll Tax simplification

8 Repeal estate tax freeze prohibition (Section 2036(c))

5 Restore IRA Deduction

■ ENVIRONMENTAL ISSUES

16. In the last year have you had a problem with the federal, state or local government regarding:

21.1 Yes	78.9 No	Air pollution
33.3 Yes	66.7 No	Disposal of hazardous waste
21.6 Yes	78.4 No	Disposal of non-hazardous waste
31.2 Yes	68.8 No	Regulation of Underground Storage Tanks
15.2 Yes	84.8 No	Informing community about the use of hazardous substance, (e.g. chemicals (Community Right-to-Know))
24.9 Yes	75.1 No	Informing workers about the use of hazardous substances (Hazardous Communication Standards)

17. Some environmental advocates are calling for stricter rules for the disposal of products and packaging.

a. Do you use recycled materials in your products?

35.3 Yes 64.7 No

b. Do you use recycled materials in your packaging?

45.4 Yes 54.6 No

18. Rank the following options as to the desirability as a method to control disposal. (1-most acceptable, 5-least acceptable. Use each number only once.)

5 Tax at point of production on non-recyclable materials

4 Establish national standards for product and packaging design

1 Provide tax incentive for use of recycled materials

3 Impose tax on purchases of non-recyclable products at point of sale

2 Intensify consumer education and awareness

■ INTERNATIONAL TRADE

19. What effect have imports had on your company's sales in 1989?

25.1 A signifint impact

45.5 A minor but growing impact

29.4 No impact at all

■ INTERNATIONAL TRADE (Continued)

20. Assess the reasons for import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	84.8	13.1	2.0
b. Value of U.S. dollar	47.7	48.7	3.6
c. Quality of imports	31.8	52.5	15.7
d. Non-competitive U.S. labor costs	58.3	36.7	5.0
e. Consumer acceptance of imports	44.2	51.3	4.6
f. Unfair foreign trade practices	51.3	34.4	14.4
g. Customers lack of understanding of total procurement costs (domestic vs. imports)	30.9	41.8	27.3

21. Does your company currently export?

84.2 Yes 15.8 No

If "yes," what percentage of your firm's total dollar sales are from exports? 7.3 %

22. What do you believe the impact will be from establishment of a unified European Community common market in 1992 (EC '92) on your ability to export?

16.7 More restrictive 25.6 No change

15.3 Less restrictive 42.4 Don't know

23. Is your company forecasting higher export sales in 1990?

62.4 Yes 37.6 No

If "yes," what is your estimate of the percentage increase of these sales? 18.9 %

24. What has been the trend of your company's export sales in 1989 compared with the previous year?

27.8 Significant increase 7.2 Small decline

40.6 Slight increase 2.2 Significant decline

22.2 Stable

25. Please list three countries whose exports are the toughest foreign competition for your company:

1. Taiwan (72.1%)
2. Japan (46.1%)
3. Korea (40.3%)

■ INTERNATIONAL TRADE (Continued)

26. What percentage of your company's raw materials, components, and finished products are produced overseas?

17.3 % Raw Materials

12.6 % Components

15.9 % Finished Products

27. What percentage of your export sales are made to Canada? 34.2%

28. What effect has the enactment of the U.S.-Canadian Free Trade Treaty had on your sales to Canada?

22.0 Increase

-- Decrease

78.0 No change

■ PATENTS/TRADEMARKS/COPYRIGHT ISSUES

29. Did your company initiate legal action during 1989 to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer?

18.4 Yes 81.6 No

30. Does your company place "Made in U.S.A." or similar designation on its products and packaging produced in this country?

Product	62.8 Yes	37.2 No
Packaging	78.5 Yes	21.5 No

31. Has your company obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products?

23.8 Yes 76.2 No

■ PRODUCT LIABILITY

32. What has been your company's experience with product liability insurance premiums in 1989 compared to the previous year?

52.0 Increased 17.9 % Estimate of increase

7.8 Decreased 12.5 % Estimate of decrease

40.2 No change

33. Did your company experience difficulty in renewing this insurance?

16.2 Yes 83.8 No

■ PRODUCT LIABILITY (Continued)

34. Did your company's product liability coverage change in 1989?

Coverage:	Amount of deductible:
6.9 Decreased	22.4 Increased
93.1 No change	77.6 No change

35. What has been your company's recent experience with product liability litigation?

29.1 Increasing

5.0 Decreasing

65.8 No change

Estimate number of pending law suits 3.3

■ LABOR ISSUES

36. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative dabate in 1990. Please indicate your interest in the following issues by placing a check by the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

	#1	#2	#3	#4
a) Mandatory health insurance	72.8	19.8	4.0	3.5
b) Parental and medical leave	28.6	42.9	21.2	7.4
c) Occupational disease notification	19.9	36.3	30.8	12.9
d) Child care	19.3	40.1	29.2	11.4

37. Do you provide employees with extended unpaid medical leave?

69.2 Yes 30.8 No

38. Do you provide employees with unpaid family leave (e.g. birth, adoption or serious illness of child)?

62.0 Yes 38.0 No

39. Company's monthly contribution to each employee's health care insurance for:

- Family plan 68.0 %
- Individual plan 81.8 %

■ PAPERWORK

40. What has been your company's recent experience (e.g. last two years) regarding the amount of time and effort spent on compliance with regulations and paperwork?

7.3 Significant decrease	33.2 Significant increase
7.3 Moderate decrease	37.1 Moderate increase
15.1 No change	

41. If your company has experienced an increase, identify those agencies which are responsible for the increase.

50.3 IRS	16.8 Transportation
59.3 OSHA	9.0 Commerce
72.5 EPA	13.8 Other

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■ ISSUE PRIORITY

42. Of the following topics included in this survey, please rank, in order of importance to you (Number 1-most important, 7-least important. Use each number only once), the issues you feel most critical to your business in 1990:

Tax Policy Issues	1
Environmental Issues	2
International Trade Issues	5
Patent/Trademark/Copyright Issues	6
Product Liability Issues	4
Labor Issues	3
Paperwork Issues	7

GENERAL AND BUSINESS DATA:

Q.1- PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	211 100.0%	15 100.0%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	
HAND & POWER TOOLS	71 33.6%	1 6.7%	4 5.8%	71 100.0%	2 11.8%	8 19.0%		7 21.9%	2 7.7%	
HARDWARE	69 32.7%	7 46.7%	69 100.0%	4 5.6%	4 23.5%	12 28.6%	5 15.6%	8 25.0%	10 38.5%	
LAWN & GARDEN	42 19.9%	3 20.0%	12 17.4%	8 11.3%	8 47.1%	42 100.0%	6 18.8%	4 12.5%	10 38.5%	
PLUMBING & ELECTRICAL	32 15.2%	3 20.0%	5 7.2%		4 23.5%	6 14.3%	32 100.0%	1 3.1%	2 7.7%	
PAINT & SUNDRIES	32 15.2%	4 26.7%	8 11.6%	7 9.9%	4 23.5%	4 9.5%	1 3.1%	32 100.0%	7 26.9%	
HOUSEWARES	26 12.3%	2 13.3%	10 14.5%	2 2.8%	6 35.3%	10 23.8%	2 6.3%	7 21.9%	26 100.0%	
AUTOMOTIVE, TOYS & SPORTS	17 8.1%	1 6.7%	4 5.8%	2 2.8%	17 100.0%	8 19.0%	4 12.5%	4 12.5%	6 23.1%	
BUILDING MATERIALS	15 7.1%	15 100.0%	7 10.1%	1 1.4%	1 5.9%	3 7.1%	3 9.4%	4 12.5%	2 7.7%	
NO ANSWER	1									1
SIGMA	305 144.1%	36 240.1%	119 172.4%	95 133.8%	46 270.6%	93 221.3%	53 165.7%	67 209.4%	65 250.1%	1

GENERAL AND BUSINESS DATA:

Q.2 ANNUAL VOLUME OF PRODUCT LINES MANUFACTURED BY YOUR FIRM

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	211 100.0%	15 100.0%	69 100.0%	70 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%
UNDER $5 MILLION (2.5)	65 30.8%	5 33.3%	21 30.4%	26 37.1%	8 47.1%	16 38.1%	8 25.0%	5 15.6%	8 30.8%	
$5 $10 MILLION (7.5)	40 19.0%	4 26.7%	14 20.3%	11 15.7%	1 5.9%	4 9.5%	1 3.1%	12 37.5%	5 19.2%	1 100.0%
$10 $25 MILLION (17.5)	38 18.0%		13 18.8%	9 12.9%	5 29.4%	11 26.2%	9 28.1%	9 28.1%	8 30.8%	
$25 $50 MILLION (37.5)	24 11.4%	1 6.7%	7 10.1%	11 15.7%	1 5.9%	1 2.4%	4 12.5%	3 9.4%		
OVER $50 MILLION (75.0)	44 20.9%	5 33.3%	14 20.3%	13 18.6%	2 11.8%	10 23.8%	10 31.3%	3 9.4%	5 19.2%	
NO ANSWER	1			1						
BASE	211	15	69	70	17	42	32	32	26	1
MEAN	25.25	30.33	24.60	24.18	17.79	25.00	33.91	18.67	22.02	7.50
SIGMA	212 100.1%	15 100.0%	69 99.9%	71 100.0%	17 100.1%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

GENERAL AND BUSINESS DATA:

Q.3 NUMBER OF EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	211 100.0%	15 100.0%	69 100.0%	70 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%
UNDER 100 (0.5)	99 46.9%	8 53.3%	30 43.5%	35 50.0%	11 64.7%	20 47.6%	10 31.3%	20 62.5%	13 50.0%	
100 500 (3.0)	77 36.5%	4 26.7%	25 36.2%	23 32.9%	6 35.3%	17 40.5%	19 59.4%	10 31.3%	9 34.6%	1 100.0%
500 1,000 (7.5)	17 8.1%	1 6.7%	7 10.1%	6 8.6%		3 7.1%	1 3.1%	2 6.3%	2 7.7%	
OVER 1,000 (15.0)	18 8.5%	2 13.3%	7 10.1%	6 8.6%		2 4.8%	2 6.3%		2 7.7%	
NO ANSWER	1			1						
BASE	211	15	69	70	17	42	32	32	26	1
MEAN	3.21	3.57	3.59	3.16	1.38	2.70	3.11	1.72	3.02	3.00
SIGMA	212 100.0%	15 100.0%	69 99.9%	71 100.1%	17 100.0%	42 100.0%	32 100.1%	32 100.1%	26 100.0%	1 100.0%

GENERAL AND BUSINESS DATA:

Q.3 PERCENTAGE OF EMPLOYEES WHO ARE PART TIME

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING		21 100.0%	1 100.0%	7 100.0%	6 100.0%	2 100.0%	5 100.0%	4 100.0%	1 100.0%	3 100.0%	
0%		8 38.1%	1 100.0%	3 42.9%	1 16.7%	1 50.0%	3 60.0%	1 25.0%	1 100.0%	1 33.3%	
1%-4%		6 28.6%		2 28.6%	4 66.7%						
5%-9%		4 19.0%			1 16.7%	1 50.0%	1 20.0%	2 50.0%		1 33.3%	
10%-14%		1 4.8%						1 25.0%			
20%-29%		1 4.8%		1 14.3%			1 20.0%			1 33.3%	
30%-39%		1 4.8%		1 14.3%							
NO ANSWER		191	14	62	65	15	37	28	31	23	1
	BASE	13		4	5	1	2	3		2	
	MEAN	7.31		14.75	2.20	5.00	15.00	6.67		15.00	
SIGMA		212 100.1%	15 100.0%	69 100.1%	71 100.1%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 99.9%	1

GENERAL AND BUSINESS DATA:

Q.4 UNION STATUS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	211 100.0%	15 100.0%	69 100.0%	70 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%
UNIONIZED	32 15.2%	2 13.3%	11 15.9%	10 14.3%	1 5.9%	6 14.3%	4 12.5%	5 15.6%	4 15.4%	
PARTIALLY UNIONIZED	36 17.1%	4 26.7%	14 20.3%	10 14.3%	1 5.9%	10 23.8%	7 21.9%	5 15.6%	4 15.4%	
NO UNION	143 67.8%	9 60.0%	44 63.8%	50 71.4%	15 88.2%	26 61.9%	21 65.6%	22 68.8%	18 69.2%	1 100.0%
NO ANSWER	1			1						
SIGMA	212 100.1%	15 100.0%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

GENERAL AND BUSINESS DATA:

Q.5 DO YOU HAVE PLANS TO INCREASE THE NUMBER OF NEW EMPLOYEES IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	209 100.0%	15 100.0%	68 100.0%	69 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%
YES	114 54.5%	11 73.3%	37 54.4%	34 49.3%	12 70.6%	20 47.6%	17 53.1%	17 53.1%	15 57.7%	
NO	95 45.5%	4 26.7%	31 45.6%	35 50.7%	5 29.4%	22 52.4%	15 46.9%	15 46.9%	11 42.3%	1 100.0%
NO ANSWER	3		1	2						
SIGMA	212 100.0%	15 100.0%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

GENERAL AND BUSINESS DATA:

Q.5 BY WHAT PERCENTAGE DO YOU PLAN TO INCREASE THE NUMBER OF NEW EMPLOYEES IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	104	10	34	31	9	20	15	14	13	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
1%-4%	24	4	9	7	3	3	5	3	5	
	23.1%	40.0%	26.5%	22.6%	33.3%	15.0%	33.3%	21.4%	38.5%	
5%-9%	32	1	9	8	2	8	6	3		
	30.8%	10.0%	26.5%	25.8%	22.2%	40.0%	40.0%	21.4%		
10%-14%	27	5	7	11	4	6	2	3	1	
	26.0%	50.0%	20.6%	35.5%	44.4%	30.0%	13.3%	21.4%	7.7%	
15%-19%	7		4	1		1			2	
	6.7%		11.8%	3.2%		5.0%			15.4%	
20%-29%	12		3	4		2	2	4	5	
	11.5%		8.8%	12.9%		10.0%	13.3%	28.6%	38.5%	
50%-74%	1		1							
	1.0%		2.9%							
100%	1		1					1		
	1.0%		2.9%					7.1%		
NO ANSWER	10	1	3	3	3		2	3	2	
BASE	104	10	34	31	9	20	15	14	13	
MEAN	9.82	6.70	12.56	8.68	6.67	8.90	6.87	17.00	12.15	
SIGMA	114	11	37	34	12	20	17	17	15	
	100.1%	100.0%	100.0%	100.0%	99.9%	100.0%	99.9%	99.9%	100.1%	

GENERAL AND BUSINESS DATA:

Q.6 DOES YOUR COMPANY FORESEE AN INCREASE IN DIRECT EMPLOYEE WAGE COSTS IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	209	15	69	70	16	42	30	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	196	14	65	67	16	38	28	29	23	1
	93.8%	93.3%	94.2%	95.7%	100.0%	90.5%	93.3%	90.6%	88.5%	100.0%
NO	13	1	4	3		4	2	3	3	
	6.2%	6.7%	5.8%	4.3%		9.5%	6.7%	9.4%	11.5%	
NO ANSWER	3			1	1		2			
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

GENERAL AND BUSINESS DATA:

Q.6 WHAT PERCENTAGE OF INCREASE IN DIRECT EMPLOYEE COSTS DOES YOUR COMPANY FORESEE IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	183 100.0%	14 100.0%	63 100.0%	61 100.0%	16 100.0%	36 100.0%	25 100.0%	28 100.0%	22 100.0%	1 100.0%
1%-4%	64 35.0%	4 28.6%	22 34.9%	25 41.0%	6 37.5%	14 38.9%	8 32.0%	9 32.1%	11 50.0%	
5%-9%	100 54.6%	9 64.3%	36 57.1%	28 45.9%	8 50.0%	19 52.8%	15 60.0%	16 57.1%	8 36.4%	1 100.0%
10%-14%	16 8.7%	1 7.1%	5 7.9%	8 13.1%	2 12.5%	1 2.8%	2 8.0%	3 10.7%	2 9.1%	
15%-19%	2 1.1%					2 5.6%				
20%-29%	1 .5%								1 4.5%	
NO ANSWER	13		2	6		2	3	1	1	
BASE	183	14	63	61	16	36	25	28	22	1
MEAN	5.35	5.07	5.08	5.25	5.06	5.36	5.28	5.32	5.59	5.00
SIGMA	196 99.9%	14 100.0%	65 99.9%	67 100.0%	16 100.0%	38 100.1%	28 100.0%	29 99.9%	23 100.0%	1 100.0%

GENERAL AND BUSINESS DATA:

Q.7 WHAT PERCENTAGE OF EMPLOYEE EXPENSE IS ATTRIBUTED TO THIS INDIRECT COST:

HEALTH BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	143 100.0%	12 100.0%	46 100.0%	51 100.0%	9 100.0%	25 100.0%	19 100.0%	20 100.0%	19 100.0%	
0%	2 1.4%						1 5.3%		1 5.3%	
1%-4%	11 7.7%	1 8.3%	5 10.9%	4 7.8%	1 11.1%	4 16.0%		1 5.0%	2 10.5%	
5%-9%	20 14.0%	1 8.3%	7 15.2%	8 15.7%	3 33.3%	2 8.0%		4 20.0%	2 10.5%	
10%-14%	34 23.8%	3 25.0%	12 26.1%	15 29.4%	1 11.1%	10 40.0%	4 21.1%	2 10.0%	3 15.8%	
15%-19%	27 18.9%	3 25.0%	7 15.2%	6 11.8%	1 11.1%	6 24.0%	7 36.8%	5 25.0%	3 15.8%	
20%-29%	32 22.4%	2 16.7%	10 21.7%	11 21.6%	3 33.3%	2 8.0%	5 26.3%	3 15.0%	5 26.3%	
30%-39%	6 4.2%		2 4.3%	1 2.0%			2 10.5%	1 5.0%	1 5.3%	
40%-49%	2 1.4%			2 3.9%						
50%-74%	5 3.5%	1 8.3%	1 2.2%	2 3.9%		1 4.0%		4 20.0%	1 5.3%	
75%-99%	1 .7%			1 2.0%						
100%	3 2.1%	1 8.3%	2 4.3%	1 2.0%					1 5.3%	
NO ANSWER	69	3	23	20	8	17	13	12	7	1

(CONTINUED...)

GENERAL AND BUSINESS DATA:

Q.7 WHAT PERCENTAGE OF EMPLOYEE EXPENSE IS ATTRIBUTED TO THIS INDIRECT COST:

HEALTH BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
BASE	141	12	46	51	9	25	18	20	18	
MEAN	18.61	24.58	18.76	18.80	11.78	14.04	18.39	23.70	22.33	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.1%	99.9%	99.9%	100.1%	99.9%	100.0%	100.0%	100.0%	100.1%	

GENERAL AND BUSINESS DATA:

Q.7 WHAT PERCENTAGE OF EMPLOYEE EXPENSE IS ATTRIBUTED TO THIS INDIRECT COST:

PENSIONS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING ELECT.	PAINT/ SUND RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	111	9	34	43	9	18	14	17	12	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
0%	19		4	8	3	3	3	2	4	
	17.1%		11.8%	18.6%	33.3%	16.7%	21.4%	11.8%	33.3%	
1% 4%	36	2	12	15	4	8	1	6	2	
	32.4%	22.2%	35.3%	34.9%	44.4%	44.4%	7.1%	35.3%	16.7%	
5% 9%	27	5	10	10	1	3	3	3	1	
	24.3%	55.6%	29.4%	23.3%	11.1%	16.7%	21.4%	17.6%	8.3%	
10% 14%	14	1	5	4		3	2	3	3	
	12.6%	11.1%	14.7%	11.6%		16.7%	14.3%	17.6%	25.0%	
15% 19%	7		1	2	1		3	1	1	
	6.3%		2.9%	4.7%	11.1%		21.4%	5.9%	8.3%	
20% 29%	3			2			1			
	2.7%			4.7%			7.1%			
30% 39%	2		1			1	1	1	1	
	1.8%		2.9%			5.6%	7.1%	5.9%	8.3%	
100%	3	1	1	1				1		
	2.7%	11.1%	2.9%	2.3%				5.9%		
NO ANSWER	101	6	35	28	8	24	18	15	14	1
BASE	92	9	30	35	6	15	11	15	8	
MEAN	10.10	15.78	9.47	9.09	5.33	6.53	13.55	13.80	10.63	
SIGMA	212	15	69	71	17	42	32	32	26	1
	99.9%	100.0%	99.9%	100.1%	99.9%	100.1%	99.8%	100.0%	99.9%	

GENERAL AND BUSINESS DATA:

Q.7 WHAT PERCENTAGE OF EMPLOYEE EXPENSE IS ATTRIBUTED TO THIS INDIRECT COST:

OTHER COST(S)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	95 100.0%	6 100.0%	32 100.0%	29 100.0%	8 100.0%	18 100.0%	16 100.0%	11 100.0%	13 100.0%	
0%	6 6.3%		2 6.3%	2 6.9%	1 12.5%	2 11.1%	1 6.3%		2 15.4%	
1%-4%	13 13.7%	3 50.0%	7 21.9%	2 6.9%	2 25.0%	2 11.1%	3 18.8%	3 27.3%	4 30.8%	
5%-9%	21 22.1%	1 16.7%	6 18.8%	6 20.7%	2 25.0%	2 11.1%	6 37.5%	2 18.2%	2 15.4%	
10%-14%	22 23.2%		9 28.1%	8 27.6%	2 25.0%	7 38.9%	2 12.5%	1 9.1%	3 23.1%	
15%-19%	14 14.7%		5 15.6%	6 20.7%			1 6.3%	2 18.2%		
20%-29%	13 13.7%	1 16.7%	2 6.3%	4 13.8%	1 12.5%	4 22.2%	1 6.3%			
30%-39%	2 2.1%						1 6.3%	1 9.1%		
50%-74%	2 2.1%		1 3.1%			1 5.6%		2 18.2%	2 15.4%	
75%-99%	1 1.1%	1 16.7%					1 6.3%			
100%	1 1.1%			1 3.4%						
NO ANSWER	117	9	37	42	9	24	16	21	13	1

(CONTINUED...)

GENERAL AND BUSINESS DATA:

Q.8 DOES YOUR FIRM EXPECT AN INCREASE IN UNIT SALES IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	209	15	69	70	17	41	32	31	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	186	13	62	63	15	33	29	29	22	1
	89.0%	86.7%	89.9%	90.0%	88.2%	80.5%	90.6%	93.5%	84.6%	100.0%
NO	23	2	7	7	2	8	3	2	4	
	11.0%	13.3%	10.1%	10.0%	11.8%	19.5%	9.4%	6.5%	15.4%	
NO ANSWER	— 3			1		1		1		
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

GENERAL AND BUSINESS DATA:

Q.8: WHAT PERCENTAGE OF INCREASE IN UNIT SALES DOES YOUR FIRM EXPECT TO HAVE IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB-ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	170 100.0%	11 100.0%	56 100.0%	57 100.0%	15 100.0%	31 100.0%	28 100.0%	25 100.0%	21 100.0%	1 100.0%
1%-4%	25 14.7%	2 18.2%	11 19.6%	9 15.8%	1 6.7%	3 9.7%	5 17.9%	3 12.0%	1 4.8%	
5%-9%	51 30.0%	2 18.2%	15 26.8%	22 38.6%	5 33.3%	7 22.6%	6 21.4%	10 40.0%	5 23.8%	1 100.0%
10%-14%	47 27.6%	2 18.2%	17 30.4%	13 22.8%	5 33.3%	11 35.5%	7 25.0%	8 32.0%	7 33.3%	
15%-19%	20 11.8%	4 36.4%	6 10.7%	6 10.5%	2 13.3%	3 9.7%	2 7.1%	2 8.0%	3 14.3%	
20%-29%	17 10.0%	1 9.1%	5 8.9%	6 10.5%	2 13.3%	5 16.1%	5 17.9%	1 4.0%	1 4.8%	
30%-39%	3 1.8%						2 7.1%		2 9.5%	
40%-49%	2 1.2%						1 3.6%		1 4.8%	
50%-74%	2 1.2%			1 1.8%				1 4.0%		
100%	3 1.8%		2 3.6%			2 6.5%			1 4.8%	
NO ANSWER	16	2	6	6		2	1	4	1	
BASE	170	11	56	57	15	31	28	25	21	1
MEAN	12.45	10.73	12.63	10.07	10.33	16.16	12.79	10.52	17.81	5.00
SIGMA	186 100.1%	13 100.1%	62 100.0%	63 100.0%	15 99.9%	33 100.1%	29 100.0%	29 100.0%	22 100.1%	1 100.0%

GENERAL AND BUSINESS DATA:

Q.9 DOES YOUR FIRM EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	209 100.0%	15 100.0%	69 100.0%	70 100.0%	17 100.0%	41 100.0%	32 100.0%	31 100.0%	26 100.0%	1 100.0%
YES	201 96.2%	15 100.0%	68 98.6%	66 94.3%	17 100.0%	38 92.7%	30 93.8%	31 100.0%	25 96.2%	1 100.0%
NO	8 3.8%		1 1.4%	4 5.7%		3 7.3%	2 6.3%		1 3.8%	
NO ANSWER	3			1		1		1		
SIGMA	212 100.0%	15 100.0%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.1%	32 100.0%	26 100.0%	1 100.0%

GENERAL AND BUSINESS DATA:

Q.9 WHAT PERCENTAGE OF INCREASE IN DOLLAR SALES VOLUME DOES YOUR FIRM EXPECT IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	180 100.0%	13 100.0%	60 100.0%	58 100.0%	17 100.0%	35 100.0%	29 100.0%	27 100.0%	24 100.0%	1 100.0%
1%-4%	15 8.3%	3 23.1%	6 10.0%	4 6.9%		2 5.7%	3 10.3%	3 11.1%	2 8.3%	
5%-9%	55 30.6%	3 23.1%	20 33.3%	19 32.8%	6 35.3%	11 31.4%	6 20.7%	13 48.1%	8 33.3%	1 100.0%
10%-14%	52 28.9%	3 23.1%	16 26.7%	19 32.8%	6 35.3%	7 20.0%	9 31.0%	6 22.2%	4 16.7%	
15%-19%	28 15.6%	3 23.1%	7 11.7%	9 15.5%	3 17.6%	9 25.7%	5 17.2%	3 11.1%	5 20.8%	
20%-29%	21 11.7%	1 7.7%	9 15.0%	6 10.3%	2 11.8%	4 11.4%	3 10.3%	1 3.7%	2 8.3%	
30%-39%	2 1.1%						1 3.4%		1 4.2%	
40%-49%	2 1.1%			1 1.7%			1 3.4%			
50%-74%	2 1.1%						1 3.4%	1 3.7%	1 4.2%	
100%	3 1.7%		2 3.3%			2 5.7%			1 4.2%	
NO ANSWER	21	2	8	8		3	1	4	1	
BASE	180	13	60	58	17	35	29	27	24	1
MEAN	13.53	10.00	13.95	11.40	11.35	16.40	14.62	10.19	17.88	5.00
SIGMA	201 100.1%	15 100.1%	68 100.0%	66 100.0%	17 100.0%	38 99.9%	30 99.7%	31 99.9%	25 100.0%	1 100.0%

GENERAL AND BUSINESS DATA:

Q 10 DOES YOUR FIRM PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	207	15	69	69	17	41	32	31	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	106	7	33	40	8	14	17	17	13	
	51.2%	46.7%	47.8%	58.0%	47.1%	34.1%	53.1%	54.8%	52.0%	
NO	101	8	36	29	9	27	15	14	12	1
	48.8%	53.3%	52.2%	42.0%	52.9%	65.9%	46.9%	45.2%	48.0%	100.0%
NO ANSWER	5			2		1		1	1	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

GENERAL AND BUSINESS DATA:

Q.10 BY WHAT PERCENTAGE OF SALES VOLUME DOES YOUR FIRM PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB/ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	86	6	28	34	8	12	13	13	8	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
1%-4%	36	3	10	16	3	6	5	7	4	
	41.9%	50.0%	35.7%	47.1%	37.5%	50.0%	38.5%	53.8%	50.0%	
5%-9%	23	1	9	8	3	2	4	3	1	
	26.7%	16.7%	32.1%	23.5%	37.5%	16.7%	30.8%	23.1%	12.5%	
10%-14%	14	1	5	7	1	1	3	2	1	
	16.3%	16.7%	17.9%	20.6%	12.5%	8.3%	23.1%	15.4%	12.5%	
15%-19%	6		2			3			1	
	7.0%		7.1%			25.0%			12.5%	
20%-24%	4	1	1	2						
	4.7%	16.7%	3.6%	5.9%						
30%-39%	1				1		1		1	
	1.2%				12.5%		7.7%		12.5%	
50%-74%	2		1	1				1		
	2.3%		3.6%	2.9%				7.7%		
NO ANSWER	20	1	5	6		2	4	4	5	
BASE	86	6	28	34	8	12	13	13	8	
MEAN	7.66	7.17	8.04	7.32	8.13	6.33	7.62	7.54	9.13	
SIGMA	106	7	33	40	8	14	17	17	13	
	100.1%	100.1%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	

GENERAL AND BUSINESS DATA.

Q.11 DOES YOUR FIRM PLAN TO EXPAND ITS PHYSICAL PLANT IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	208	15	69	69	17	41	32	31	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	45	4	10	18	4	11	7	7	7	
	21.6%	26.7%	14.5%	26.1%	23.5%	26.8%	21.9%	22.6%	26.9%	
NO	163	11	59	51	13	30	25	24	19	1
	78.4%	73.3%	85.5%	73.9%	76.5%	73.2%	78.1%	77.4%	73.1%	100.0%
NO ANSWER	4			2		1		1		
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF INFLATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	190 100.0%	15 100.0%	62 100.0%	64 100.0%	16 100.0%	39 100.0%	27 100.0%	29 100.0%	24 100.0%	1 100.0%
2.0%	3 1.6%		1 1.6%				2 7.4%			
3.0%	16 8.4%	2 13.3%	5 8.1%	3 4.7%	4 25.0%	7 17.9%	2 7.4%	3 10.3%	4 16.7%	
3.4%	1 .5%		1 1.6%							
3.5%	2 1.1%							2 6.9%	1 4.2%	
3.9%	1 .5%						1 3.7%			
4.0%	58 30.5%	5 33.3%	13 21.0%	24 37.5%	3 18.8%	14 35.9%	10 37.0%	9 31.0%	5 20.8%	1 100.0%
4.1%	1 .5%		1 1.6%	1 1.6%		1 2.6%				
4.3%	3 1.6%		1 1.6%	1 1.6%	1 6.3%		1 3.7%			
4.5%	22 11.6%		9 14.5%	6 9.4%	1 6.3%	3 7.7%	3 11.1%		3 12.5%	
4.7%	1 .5%							1 3.4%		
4.9%	2 1.1%	1 6.7%	2 3.2%							
5.0%	56 29.5%	4 26.7%	23 37.1%	22 34.4%	5 31.3%	7 17.9%	6 22.2%	8 27.6%	5 20.8%	

(CONTINUED...)

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE-MONTH AVERAGE BASIS)

PERCENTAGE OF INFLATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
5.3%	1 .5%		1 1.6%					1 3.4%	1 4.2%	
5.5%	2 1.1%	1 6.7%		1 1.6%		1 2.6%				
6.0%	11 5.8%	1 6.7%	2 3.2%	3 4.7%	1 6.3%	1 2.6%	2 7.4%	2 6.9%	2 8.3%	
7.0%	5 2.6%		1 1.6%	2 3.1%		2 5.1%		1 3.4%	1 4.2%	
7.6%	1 .5%							1 3.4%		
8.0%	4 2.1%	1 6.7%	2 3.2%	1 1.6%	1 6.3%	3 7.7%		1 3.4%	2 8.3%	
NO ANSWER	22		7	7	1	3	5	3	2	
BASE	190	15	62	64	16	39	27	29	24	1
MEAN	4.57	4.69	4.62	4.62	4.49	4.59	4.21	4.71	4.76	4.00
SIGMA	212 100.0%	15 100.1%	69 99.9%	71 100.2%	17 100.3%	42 100.0%	32 99.9%	32 99.7%	26 100.0%	1 100.0%

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF UNEMPLOYMENT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	178 100.0%	15 100.0%	56 100.0%	59 100.0%	16 100.0%	38 100.0%	26 100.0%	29 100.0%	24 100.0%	1 100.0%
.1%	1 .6%						1 3.8%			
.5%	3 1.7%		1 1.8%			2 5.3%			1 4.2%	
2.0%	4 2.2%		2 3.6%		1 6.3%	2 5.3%		1 3.4%	1 4.2%	
3.0%	7 3.9%		2 3.6%	1 1.7%		3 7.9%	1 3.8%		1 4.2%	1 100.0%
4.0%	4 2.2%		3 5.4%		1 6.3%	1 2.6%		1 3.4%		
4.5%	1 .6%				1 6.3%			1 3.4%		
5.0%	38 21.3%	4 26.7%	11 19.6%	17 28.8%	4 25.0%	8 21.1%	7 26.9%	6 20.7%	5 20.8%	
5.2%	1 .6%						1 3.8%			
5.3%	1 .6%		1 1.8%	1 1.7%		1 2.6%				
5.4%	4 2.2%		1 1.8%	2 3.4%			1 3.8%	1 3.4%		
5.5%	16 9.0%	2 13.3%	4 7.1%	4 6.8%	1 6.3%	2 5.3%	1 3.8%	5 17.2%	6 25.0%	
5.7%	1 .6%			1 1.7%						

(CONTINUED...)

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF UNEMPLOYMENT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
5.8%	4 2.2%		3 5.4%	1 1.7%		1 2.6%				
5.9%	1 .6%	1 6.7%			1 6.3%	1 2.6%				
6.0%	61 34.3%	6 40.0%	20 35.7%	24 40.7%	4 25.0%	11 28.9%	10 38.5%	7 24.1%	6 25.0%	
6.2%	1 .6%		1 1.8%							
6.5%	7 3.9%		2 3.6%	3 5.1%	1 6.3%	2 5.3%			1 4.2%	
7.0%	10 5.6%	1 6.7%	2 3.6%	2 3.4%	1 6.3%	3 7.9%	2 7.7%	3 10.3%	1 4.2%	
7.1%	1 .6%							1 3.4%		
7.5%	3 1.7%		2 3.6%					1 3.4%		
8.0%	6 3.4%	1 6.7%		2 3.4%	1 6.3%		2 7.7%	1 3.4%	1 4.2%	
9.0%	1 .6%							1 3.4%		
10.0%	2 1.1%		1 1.8%	1 1.7%		1 2.6%			1 4.2%	
NO ANSWER	34		13	12	1	4	6	3	2	

(CONTINUED...)

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF UNEMPLOYMENT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
BASE	178	15	56	59	16	38	26	29	24	1
MEAN	5.56	5.86	5.46	5.78	5.46	5.16	5.55	5.79	5.46	3.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.1%	100.1%	100.2%	100.1%	100.4%	100.0%	99.8%	99.5%	100.2%	100.0%

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE-MONTH AVERAGE BASIS)

PERCENTAGE OF GROSS NATIONAL PRODUCT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	143 100.0%	12 100.0%	46 100.0%	50 100.0%	14 100.0%	31 100.0%	20 100.0%	21 100.0%	18 100.0%	
.1%	1 .7%	1 8.3%	1 2.2%							
1.0%	6 4.2%		3 6.5%		2 14.3%	1 3.2%		3 14.3%	2 11.1%	
1.2%	1 .7%		1 2.2%							
1.4%	2 1.4%		1 2.2%	1 2.0%						
1.5%	5 3.5%			1 2.0%	1 7.1%	1 3.2%	1 5.0%	1 4.8%	1 5.6%	
1.6%	1 .7%			1 2.0%						
1.8%	1 .7%							1 4.8%		
2.0%	42 29.4%	3 25.0%	17 37.0%	13 26.0%	4 28.6%	10 32.3%	6 30.0%	5 23.8%	7 38.9%	
2.3%	1 .7%		1 2.2%							
2.4%	2 1.4%		1 2.2%	1 2.0%				1 4.8%	1 5.6%	
2.5%	15 10.5%	2 16.7%	4 8.7%	4 8.0%	2 14.3%	7 22.6%	3 15.0%	1 4.8%	3 16.7%	
2.6%	1 .7%						1 5.0%			

(CONTINUED...)

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF GROSS NATIONAL PRODUCT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
2.7%	1 .7%			1 2.0%						
3.0%	34 23.8%	3 25.0%	8 17.4%	17 34.0%	2 14.3%	5 16.1%	3 15.0%	6 28.6%	2 11.1%	
3.1%	1 .7%			1 2.0%				1 4.8%		
3.2%	2 1.4%		2 4.3%	1 2.0%		1 3.2%				
3.5%	8 5.6%		1 2.2%	6 12.0%	1 7.1%	2 6.5%	1 5.0%		1 5.6%	
4.0%	11 7.7%	2 16.7%	4 8.7%	1 2.0%		2 6.5%	3 15.0%		1 5.6%	
4.7%	1 .7%	1 8.3%			1 7.1%	1 3.2%				
5.0%	3 2.1%		2 4.3%	1 2.0%	1 7.1%			1 4.8%		
6.0%	2 1.4%			1 2.0%			1 5.0%	1 4.8%		
7.0%	1 .7%					1 3.2%				
10.0%	1 .7%						1 5.0%			
NO ANSWER	69	3	23	21	3	11	12	11	8	1

(CONTINUED...)

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF GROSS NATIONAL PRODUCT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
	BASE	144	12	47	50	14	31	20	21	18	
	MEAN	2.74	2.73	2.60	2.78	2.55	2.74	3.21	2.54	2.27	
SIGMA		212	15	69	71	17	42	32	32	26	1
		100.1%	100.0%	100.1%	100.0%	99.9%	100.0%	100.0%	100.3%	100.2%	

GENERAL AND BUSINESS DATA:

Q.12- FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF PRIME INTEREST RATE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	179 100.0%	15 100.0%	56 100.0%	62 100.0%	16 100.0%	36 100.0%	26 100.0%	27 100.0%	24 100.0%	
.0%	4 2.2%		1 1.8%	1 1.6%			1 3.8%		1 4.2%	
.5%	1 .6%		1 1.8%							
1.0%	6 3.4%		3 5.4%			4 11.1%				
2.0%	2 1.1%			1 1.6%				2 7.4%		
5.0%	1 .6%		1 1.8%							
6.0%	1 .6%					1 2.8%			1 4.2%	
7.5%	2 1.1%			2 3.2%						
8.0%	3 1.7%			1 1.6%			1 3.8%	1 3.7%		
8.3%	1 .6%						1 3.8%			
8.5%	2 1.1%		1 1.8%		1 6.3%	1 2.8%		1 3.7%	1 4.2%	
8.8%	1 .6%			1 1.6%		1 2.8%				
9.0%	33 18.4%	4 26.7%	8 14.3%	16 25.8%	2 12.5%	3 8.3%	3 11.5%	7 25.9%	4 16.7%	

(CONTINUED...)

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE-MONTH AVERAGE BASIS)

PERCENTAGE OF PRIME INTEREST RATE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
9.3%	1 .6%			1 1.6%						
9.5%	25 14.0%	2 13.3%	4 7.1%	8 12.9%	4 25.0%	4 11.1%	4 15.4%	6 22.2%	6 25.0%	
9.6%	1 .6%		1 1.8%							
9.8%	1 .6%					1 2.8%				
9.9%	1 .6%		1 1.8%							
10.0%	59 33.0%	7 46.7%	18 32.1%	21 33.9%	6 37.5%	13 36.1%	12 46.2%	6 22.2%	6 25.0%	
10.3%	2 1.1%		1 1.8%	1 1.6%		1 2.8%		2 7.4%	1 4.2%	
10.5%	12 6.7%		5 8.9%	3 4.8%	2 12.5%	3 8.3%	1 3.8%		1 4.2%	
10.8%	1 .6%		1 1.8%							
11.0%	12 6.7%	1 6.7%	5 8.9%	3 4.8%	1 6.3%	4 11.1%	3 11.5%	2 7.4%	3 12.5%	
11.5%	2 1.1%	1 6.7%	1 1.8%	1 1.6%						
12.0%	3 1.7%		3 5.4%	1 1.6%						
13.0%	2 1.1%		1 1.8%	1 1.6%						

(CONTINUED...)

GENERAL AND BUSINESS DATA:

Q.12 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF PRIME INTEREST RATE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
NO ANSWER	33		13	9	1	6	6	5	2	1
BASE	179	15	56	62	16	36	26	27	24	
MEAN	9.12	9.83	9.21	9.43	9.78	8.83	9.42	9.00	9.22	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.4%	100.1%	100.1%	99.8%	100.1%	100.0%	99.8%	99.9%	100.2%	

TAX POLICY:

Q.13 DO YOU BELIEVE YOUR COMPANY'S TAX LIABILITY HAS INCREASED,DECREASED,OR STAYED UNCHANGED COMPARED TO 1985

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	199	14	66	69	16	39	29	28	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	124	9	45	43	10	24	17	17	17	1
	62.3%	64.3%	68.2%	62.3%	62.5%	61.5%	58.6%	60.7%	68.0%	100.0%
DECREASED	32	1	8	14	2	6	4	3	3	
	16.1%	7.1%	12.1%	20.3%	12.5%	15.4%	13.8%	10.7%	12.0%	
NO CHANGE	43	4	13	12	4	9	8	8	5	
	21.6%	28.6%	19.7%	17.4%	25.0%	23.1%	27.6%	28.6%	20.0%	
NO ANSWER	13	1	3	2	1	3	3	4	1	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

TAX POLICY:

Q.14 GIVEN A SECOND OPPORTUNITY,WOULD YOU NOW RECOMMEND ENACTMENT OF THE TAX REFORM ACT OF 1986

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	189	14	61	66	15	39	27	28	22	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	106	7	34	34	10	20	20	15	14	1
	56.1%	50.0%	55.7%	51.5%	66.7%	51.3%	74.1%	53.6%	63.6%	100.0%
NO	83	7	27	32	5	19	7	13	8	
	43.9%	50.0%	44.3%	48.5%	33.3%	48.7%	25.9%	46.4%	36.4%	
NO ANSWER	23	1	8	5	2	3	5	4	4	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE INVESTMENT TAX CREDIT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	184 100.0%	15 100.0%	61 100.0%	65 100.0%	14 100.0%	39 100.0%	28 100.0%	26 100.0%	22 100.0%	1 100.0%
MOST IMPORTANT="8"										
(8)	56 30.4%	2 13.3%	19 31.1%	21 32.3%	5 35.7%	11 28.2%	3 10.7%	5 19.2%	3 13.6%	
(7)	45 24.5%	8 53.3%	21 34.4%	9 13.8%	4 28.6%	9 23.1%	6 21.4%	11 42.3%	9 40.9%	
(6)	24 13.0%	1 6.7%	7 11.5%	9 13.8%	2 14.3%	8 20.5%	4 14.3%	3 11.5%	5 22.7%	
(5)	21 11.4%		9 14.8%	9 13.8%		5 12.8%	5 17.9%	1 3.8%	2 9.1%	
(4)	15 8.2%	2 13.3%	3 4.9%	8 12.3%	2 14.3%	2 5.1%	3 10.7%	1 3.8%	1 4.5%	
(3)	12 6.5%	1 6.7%	1 1.6%	5 7.7%	1 7.1%		4 14.3%	3 11.5%	1 4.5%	
(2)	6 3.3%		1 1.6%	2 3.1%		3 7.7%	2 7.1%	1 3.8%	1 4.5%	1 100.0%
(1)	5 2.7%	1 6.7%		2 3.1%		1 2.6%	1 3.6%	1 3.8%		
LEAST IMPORTANT="1"										
NO ANSWER	28		8	6	3	3	4	6	4	

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE INVESTMENT TAX CREDIT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
BASE	184	15	61	65	14	39	28	26	22	1
MEAN	6.11	6.00	6.61	5.89	6.50	6.13	5.14	6.00	6.18	2.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	99.9%	99.9%	100.0%	100.0%	100.0%	99.7%	99.8%	100.0%

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE ACCELERATED DEPRECIATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	186 100.0%	15 100.0%	62 100.0%	66 100.0%	14 100.0%	39 100.0%	28 100.0%	26 100.0%	22 100.0%	1 100.0%
MOST IMPORTANT="8"										
(8)	28 15.1%	4 26.7%	6 9.7%	8 12.1%	3 21.4%	6 15.4%	7 25.0%	4 15.4%	6 27.3%	
(7)	48 25.8%	2 13.3%	20 32.3%	14 21.2%	3 21.4%	9 23.1%	4 14.3%	7 26.9%	5 22.7%	
(6)	44 23.7%	3 20.0%	17 27.4%	17 25.8%	2 14.3%	11 28.2%	6 21.4%	6 23.1%	3 13.6%	
(5)	26 14.0%	1 6.7%	8 12.9%	11 16.7%	2 14.3%	7 17.9%	3 10.7%	3 11.5%	5 22.7%	1 100.0%
(4)	19 10.2%	3 20.0%	4 6.5%	9 13.6%			3 10.7%	2 7.7%		
(3)	11 5.9%		3 4.8%	4 6.1%	4 28.6%	4 10.3%	3 10.7%	1 3.8%	1 4.5%	
(2)	5 2.7%		1 1.6%	3 4.5%		1 2.6%		2 7.7%	1 4.5%	
(1)	5 2.7%	2 13.3%	3 4.8%			1 2.6%	2 7.1%	1 3.8%	1 4.5%	
LEAST IMPORTANT="1"										
NO ANSWER	26		7	5	3	3	4	6	4	

(CONTINUED...)

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE ACCELERATED DEPRECIATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
BASE	186	15	62	66	14	39	28	26	22	1
MEAN	5.80	5.53	5.81	5.65	5.64	5.82	5.64	5.69	6.00	5.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.1%	100.0%	100.0%	100.0%	100.0%	100.1%	99.9%	99.9%	99.8%	100.0%

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE CAPITAL GAINS RATE DIFFERENTIAL

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	183	15	62	62	14	39	28	26	23	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT="8"										
(8)	29	3	12	9	2	6	3	8	6	
	15.8%	20.0%	19.4%	14.5%	14.3%	15.4%	10.7%	30.8%	26.1%	
(7)	33	1	7	18	3	10	4	2	2	
	18.0%	6.7%	11.3%	29.0%	21.4%	25.6%	14.3%	7.7%	8.7%	
(6)	38	5	13	11	4	8	6	8	5	
	20.8%	33.3%	21.0%	17.7%	28.6%	20.5%	21.4%	30.8%	21.7%	
(5)	33	2	12	10	4	4	5	3	5	
	18.0%	13.3%	19.4%	16.1%	28.6%	10.3%	17.9%	11.5%	21.7%	
(4)	22	3	9	5	1	5	6	4	2	
	12.0%	20.0%	14.5%	8.1%	7.1%	12.8%	21.4%	15.4%	8.7%	
(3)	14		5	3		2	2		1	1
	7.7%		8.1%	4.8%		5.1%	7.1%		4.3%	100.0%
(2)	10	1	4	4		2	1	1	1	
	5.5%	6.7%	6.5%	6.5%		5.1%	3.6%	3.8%	4.3%	
(1)	4			2		2	1		1	
	2.2%			3.2%		5.1%	3.6%		4.3%	
LEAST IMPORTANT="1"										
NO ANSWER	29		7	9	3	3	4	6	3	

(CONTINUED ...)

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE CAPITAL GAINS RATE DIFFERENTIAL

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
	BASE	183	15	62	62	14	39	28	26	23	1
	MEAN	5.52	5.67	5.52	5.69	6.07	5.59	5.21	6.12	5.70	3.00
SIGMA		212	15	69	71	17	42	32	32	26	1
		100.0%	100.0%	100.2%	99.9%	100.0%	99.9%	100.0%	100.0%	99.8%	100.0%

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BUILDING MATER.	HARD WARE	HDWE. ACCES.	AUTO SPORTS	LAWN GARDEN	PLUMB. ELECT.	PAINT/ SUND RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	177	15	60	59	14	39	28	24	22	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT=(8)=										
(7)	7	1		6			1			
	4.0%	6.7%		10.2%			3.6%			
(6)	10		3	5		1	2	1	1	
	5.6%		5.0%	5.1%		2.6%	7.1%	4.2%	4.5%	
(5)	19	3	6	4	4	8	4	3	2	
	10.7%	20.0%	10.0%	6.8%	28.6%	20.5%	14.3%	12.5%	9.1%	
(4)	35	3	14	12	1	11	3	5	3	1
	19.8%	20.0%	23.3%	20.3%	7.1%	28.2%	10.7%	20.8%	13.6%	100.0%
(3)	42	4	13	17	2	11	7	7	4	
	23.7%	26.7%	21.7%	28.8%	14.3%	28.2%	25.0%	29.2%	18.2%	
(2)	40	2	13	12	5	4	8	5	8	
	22.6%	13.3%	21.7%	20.3%	35.7%	10.3%	28.6%	20.8%	36.4%	
(1)	24	2	11	5	2	4	3	3	4	
	13.6%	13.3%	18.3%	8.5%	14.3%	10.3%	10.7%	12.5%	18.2%	
LEAST IMPORTANT=(1)=										
NO ANSWER	35		9	12	3	3	4	8	4	
BASE	177	15	60	59	14	39	28	24	22	1
MEAN	3.24	3.47	3.00	3.53	3.50	3.46	3.25	3.13	2.73	4.00

(CONTINUED)

TAX POLICY:

Q.15- RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

ELIMINATE DOUBLE TAXATION OF CORPORATE DIVIDENDS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	185	15	63	63	14	39	28	24	23	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT="8"										
(8)	30	4	14	11	1	6	5	6	4	1
	16.2%	26.7%	22.2%	17.5%	7.1%	15.4%	17.9%	25.0%	17.4%	100.0%
(7)	17		4	7	2	2	4	2	2	
	9.2%		6.3%	11.1%	14.3%	5.1%	14.3%	8.3%	8.7%	
(6)	26	4	7	10		4	2	4	3	
	14.1%	26.7%	11.1%	15.9%		10.3%	7.1%	16.7%	13.0%	
(5)	32	3	13	8		4	5	5	3	
	17.3%	20.0%	20.6%	12.7%		10.3%	17.9%	20.8%	13.0%	
(4)	18		4	9	4	5	2	3	4	
	9.7%		6.3%	14.3%	28.6%	12.8%	7.1%	12.5%	17.4%	
(3)	21	2	10	7		4	1	1	1	
	11.4%	13.3%	15.9%	11.1%		10.3%	3.6%	4.2%	4.3%	
(2)	20	1	5	6	2	6	3	1	2	
	10.8%	6.7%	7.9%	9.5%	14.3%	15.4%	10.7%	4.2%	8.7%	
(1)	21	1	6	5	5	8	6	2	4	
	11.4%	6.7%	9.5%	7.9%	35.7%	20.5%	21.4%	8.3%	17.4%	
LEAST IMPORTANT="1"										
NO ANSWER	27		6	8	3	3	4	8	3	

(CONTINUED...)

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

ELIMINATE DOUBLE TAXATION OF CORPORATE DIVIDENDS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
BASE	185	15	63	63	14	39	28	24	23	1
MEAN	4.71	5.33	4.91	4.94	3.36	4.05	4.57	5.42	4.61	8.00
SIGMA	212 100.1%	15 100.1%	69 99.8%	71 100.0%	17 100.0%	42 100.1%	32 100.0%	32 100.0%	26 99.9%	1 100.0%

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

PAYROLL TAX SIMPLIFICATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	181	15	61	61	14	39	28	24	23	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT="8"										
(8)	8	1	2	2			3		1	
	4.4%	6.7%	3.3%	3.3%			10.7%		4.3%	
(7)	9	1	3	2		2	2		1	1
	5.0%	6.7%	4.9%	3.3%		5.1%	7.1%		4.3%	100.0%
(6)	21	2	6	8	2	5	4	3	2	
	11.6%	13.3%	9.8%	13.1%	14.3%	12.8%	14.3%	12.5%	8.7%	
(5)	22	4	5	9	1	4	1	5	3	
	12.2%	26.7%	8.2%	14.8%	7.1%	10.3%	3.6%	20.8%	13.0%	
(4)	30	1	11	8	5	7	8	4	3	
	16.6%	6.7%	18.0%	13.1%	35.7%	17.9%	28.6%	16.7%	13.0%	
(3)	29	2	9	10	1	7	4	1	5	
	16.0%	13.3%	14.8%	16.4%	7.1%	17.9%	14.3%	4.2%	21.7%	
(2)	42	3	16	14	3	10	6	6	4	
	23.2%	20.0%	26.2%	23.0%	21.4%	25.6%	21.4%	25.0%	17.4%	
(1)	20	1	9	8	2	4		5	4	
	11.0%	6.7%	14.8%	13.1%	14.3%	10.3%		20.8%	17.4%	
LEAST IMPORTANT="1"										
NO ANSWER	31		8	10	3	3	4	8	3	

(CONTINUED...)

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

PAYROLL TAX SIMPLIFICATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
	BASE	181	15	61	61	14	39	28	24	23	1
	MEAN	3.72	4.27	3.44	3.62	3.43	3.51	4.39	3.29	3.52	7.00
SIGMA		212	15	69	71	17	42	32	32	26	1
		100.0%	100.1%	100.0%	100.1%	99.9%	99.9%	100.0%	100.0%	99.8%	100.0%

TAX POLICY:

Q.15- RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

REPEAL ESTATE TAX FREEZE PROHIBITION: SEC.2036(C)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	179 100.0%	15 100.0%	61 100.0%	60 100.0%	14 100.0%	39 100.0%	28 100.0%	24 100.0%	22 100.0%	1 100.0%
MOST IMPORTANT="8"										
(8)	15 8.4%		1 1.6%	9 15.0%	2 14.3%	3 7.7%	2 7.1%	2 8.3%	1 4.5%	
(7)	5 2.8%			2 3.3%		2 5.1%	1 3.6%	1 4.2%	2 9.1%	
(6)	6 3.4%		4 6.6%	2 3.3%	2 14.3%	2 5.1%	1 3.6%		1 4.5%	
(5)	9 5.0%		3 4.9%	3 5.0%		3 7.7%	2 7.1%	1 4.2%		
(4)	16 8.9%	3 20.0%	7 11.5%	2 3.3%		5 12.8%	1 3.6%	1 4.2%	4 18.2%	
(3)	24 13.4%	3 20.0%	9 14.8%	8 13.3%	4 28.6%	7 17.9%	4 14.3%	6 25.0%	5 22.7%	
(2)	35 19.6%	6 40.0%	15 24.6%	11 18.3%	2 14.3%	8 20.5%	6 21.4%	5 20.8%	4 18.2%	
(1)	69 38.5%	3 20.0%	22 36.1%	23 38.3%	4 28.6%	9 23.1%	11 39.3%	8 33.3%	5 22.7%	1 100.0%
LEAST IMPORTANT="1"										
NO ANSWER	33		8	11	3	3	4	8	4	

(CONTINUED...)

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

REPEAL ESTATE TAX FREEZE PROHIBITION: SEC.2036(C)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
	BASE	179	15	61	60	14	39	28	24	22	1
	MEAN	2.86	2.40	2.53	3.17	3.43	3.36	2.79	2.83	3.27	1.00
SIGMA		212	15	69	71	17	42	32	32	26	1
		100.0%	100.0%	100.1%	99.8%	100.1%	99.9%	100.0%	100.0%	99.9%	100.0%

TAX POLICY:

Q.15- RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE IRA DEDUCTION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	185	15	62	63	14	39	28	24	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT="8"										
(8)	23	1	9	6	1	7	5	1	3	
	12.4%	6.7%	14.5%	9.5%	7.1%	17.9%	17.9%	4.2%	12.5%	
(7)	24	2	7	8	2	5	6	3	3	
	13.0%	13.3%	11.3%	12.7%	14.3%	12.8%	21.4%	12.5%	12.5%	
(6)	18		5	6	2		3	1	3	1
	9.7%		8.1%	9.5%	14.3%		10.7%	4.2%	12.5%	100.0%
(5)	22	2	6	10	3	4	3	3	2	
	11.9%	13.3%	9.7%	15.9%	21.4%	10.3%	10.7%	12.5%	8.3%	
(4)	25		10	7	1	4	2	4	5	
	13.5%		16.1%	11.1%	7.1%	10.3%	7.1%	16.7%	20.8%	
(3)	24	3	10	5	2	4	3	5	4	
	13.0%	20.0%	16.1%	7.9%	14.3%	10.3%	10.7%	20.8%	16.7%	
(2)	19	2	5	7	2	5	2	3	1	
	10.3%	13.3%	8.1%	11.1%	14.3%	12.8%	7.1%	12.5%	4.2%	
(1)	30	5	10	14	1	10	4	4	3	
	16.2%	33.3%	16.1%	22.2%	7.1%	25.6%	14.3%	16.7%	12.5%	
LEAST IMPORTANT="1"										
NO ANSWER	27		7	8	3	3	4	8	2	

(CONTINUED...)

TAX POLICY:

Q.15 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE IRA DEDUCTION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
BASE	185	15	62	63	14	39	28	24	24	1
MEAN	4.38	4.33	4.37	4.14	4.57	4.08	5.00	3.79	4.58	6.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	99.9%	100.0%	99.9%	99.9%	100.0%	99.9%	100.1%	100.0%	100.0%

ENVIRONMENTAL ISSUES:

Q.16- WITH WHICH OF THESE HAVE YOU HAD A PROBLEM WITH FEDERAL, STATE, OR LOCAL GOVERNMENT IN THE LAST YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	204 100.0%	14 100.0%	66 100.0%	68 100.0%	17 100.0%	41 100.0%	30 100.0%	32 100.0%	26 100.0%	1 100.0%
AIR POLLUTION										
YES	43 21.1%	2 14.3%	16 24.2%	13 19.1%	2 11.8%	11 26.8%	7 23.3%	6 18.8%	1 3.8%	
NO	161 78.9%	12 85.7%	50 75.8%	55 80.9%	15 88.2%	30 73.2%	23 76.7%	26 81.3%	25 96.2%	1 100.0%
NO ANSWER	8	1	3	3		1	2			
TOTAL ANSWERING	207 100.0%	14 100.0%	66 100.0%	70 100.0%	17 100.0%	41 100.0%	31 100.0%	32 100.0%	26 100.0%	1 100.0%
DISPOSAL OF HAZARDOUS WASTE										
YES	69 33.3%	6 42.9%	21 31.8%	21 30.0%	4 23.5%	10 24.4%	11 35.5%	12 37.5%	5 19.2%	1 100.0%
NO	138 66.7%	8 57.1%	45 68.2%	49 70.0%	13 76.5%	31 75.6%	20 64.5%	20 62.5%	21 80.8%	
NO ANSWER	5	1	3	1		1	1			

(CONTINUED...)

ENVIRONMENTAL ISSUES:

Q.16- WITH WHICH OF THESE HAVE YOU HAD A PROBLEM WITH FEDERAL, STATE, OR LOCAL GOVERNMENT IN THE LAST YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	204	15	67	68	17	42	29	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
DISPOSAL OF NON-HAZARDOUS WASTE										
YES	44	5	16	11	4	12	6	11	4	1
	21.6%	33.3%	23.9%	16.2%	23.5%	28.6%	20.7%	34.4%	15.4%	100.0%
NO	160	10	51	57	13	30	23	21	22	
	78.4%	66.7%	76.1%	83.8%	76.5%	71.4%	79.3%	65.6%	84.6%	
NO ANSWER	8		2	3			3			
TOTAL ANSWERING	205	14	67	69	17	40	29	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
REGULATION OF UNDERGROUND STORAGE TANKS										
YES	64	5	18	22	5	12	9	9	1	1
	31.2%	35.7%	26.9%	31.9%	29.4%	30.0%	31.0%	28.1%	3.8%	100.0%
NO	141	9	49	47	12	28	20	23	25	
	68.8%	64.3%	73.1%	68.1%	70.6%	70.0%	69.0%	71.9%	96.2%	
NO ANSWER	7	1	2	2		2	3			

(CONTINUED...)

ENVIRONMENTAL ISSUES:

Q.16 WITH WHICH OF THESE HAVE YOU HAD A PROBLEM WITH FEDERAL, STATE, OR LOCAL GOVERNMENT IN THE LAST YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	204 100.0%	15 100.0%	67 100.0%	69 100.0%	17 100.0%	40 100.0%	29 100.0%	32 100.0%	26 100.0%	1 100.0%
INFORMING COMMUNITY ABOUT THE USE OF HAZARDOUS SUBSTANCES										
YES	31 15.2%	4 26.7%	10 14.9%	7 10.1%	2 11.8%	3 7.5%	7 24.1%	6 18.8%	1 3.8%	1 100.0%
NO	173 84.8%	11 73.3%	57 85.1%	62 89.9%	15 88.2%	37 92.5%	22 75.9%	26 81.3%	25 96.2%	
NO ANSWER	8		2	2		2	3			
TOTAL ANSWERING	205 100.0%	15 100.0%	67 100.0%	69 100.0%	17 100.0%	40 100.0%	30 100.0%	32 100.0%	26 100.0%	1 100.0%
INFORMING WORKERS ABOUT THE USE OF HAZARDOUS SUBSTANCES										
YES	51 24.9%	4 26.7%	18 26.9%	11 15.9%	5 29.4%	7 17.5%	11 36.7%	9 28.1%	4 15.4%	1 100.0%
NO	154 75.1%	11 73.3%	49 73.1%	58 84.1%	12 70.6%	33 82.5%	19 63.3%	23 71.9%	22 84.6%	
NO ANSWER	7		2	2		2	2			
SIGMA	1272 600.0%	90 600.0%	414 600.0%	426 600.0%	102 600.0%	252 600.0%	192 600.0%	192 600.2%	156 600.0%	6 600.0%

ENVIRONMENTAL ISSUES:

Q.17A DO YOU USE RECYCLED MATERIALS IN YOUR PRODUCTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	207 100.0%	13 100.0%	66 100.0%	70 100.0%	17 100.0%	42 100.0%	31 100.0%	30 100.0%	26 100.0%	1 100.0%
YES	73 35.3%	6 46.2%	27 40.9%	21 30.0%	6 35.3%	18 42.9%	6 19.4%	11 36.7%	8 30.8%	
NO	134 64.7%	7 53.8%	39 59.1%	49 70.0%	11 64.7%	24 57.1%	25 80.6%	19 63.3%	18 69.2%	1 100.0%
NO ANSWER	5	2	3	1			1	2		
SIGMA	212 100.0%	15 100.0%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

ENVIRONMENTAL ISSUES:

Q.17B- DO YOU USE RECYCLED MATERIALS IN YOUR PACKAGING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	205	13	66	69	16	42	30	31	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	93	6	29	29	7	21	12	17	11	1
	45.4%	46.2%	43.9%	42.0%	43.8%	50.0%	40.0%	54.8%	44.0%	100.0%
NO	112	7	37	40	9	21	18	14	14	
	54.6%	53.8%	56.1%	58.0%	56.3%	50.0%	60.0%	45.2%	56.0%	
NO ANSWER	7	2	3	2	1		2	1	1	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

ENVIRONMENTAL ISSUES:

Q.18 RANKING THIS OPTION AS TO ITS DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:

TAX AT POINT OF PRODUCTION ON NON RECYCLABLE MATERIALS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	182 100.0%	14 100.0%	59 100.0%	56 100.0%	15 100.0%	35 100.0%	27 100.0%	28 100.0%	24 100.0%	1 100.0%
MOST IMPORTANT="5"										
(5)	11 6.0%		3 5.1%	4 7.1%		1 2.9%		4 14.3%	1 4.2%	
(4)	20 11.0%	1 7.1%	9 15.3%	9 16.1%	4 26.7%	6 17.1%	1 3.7%	1 3.6%	2 8.3%	
(3)	33 18.1%	6 42.9%	13 22.0%	10 17.9%	6 40.0%	3 8.6%	5 18.5%	2 7.1%	3 12.5%	
(2)	53 29.1%	5 35.7%	16 27.1%	11 19.6%	3 20.0%	13 37.1%	11 40.7%	11 39.3%	8 33.3%	
(1)	65 35.7%	2 14.3%	18 30.5%	22 39.3%	2 13.3%	12 34.3%	10 37.0%	10 35.7%	10 41.7%	1 100.0%
LEAST IMPORTANT="1"										
NO ANSWER	30	1	10	15	2	7	5	4	2	
BASE	182	14	59	56	15	35	27	28	24	1
MEAN	2.23	2.43	2.37	2.32	2.80	2.17	1.89	2.21	2.00	1.00
SIGMA	212 99.9%	15 100.0%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 99.9%	32 100.0%	26 100.0%	1 100.0%

ENVIRONMENTAL ISSUES:

Q.18: RANKING THIS OPTION AS TO ITS DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:

ESTABLISH NATIONAL STANDARDS FOR PRODUCT AND PACKAGING DESIGN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	183	14	59	58	15	36	27	28	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT="5"										
(5)	26	3	4	12		1	6	3	1	
	14.2%	21.4%	6.8%	20.7%		2.8%	22.2%	10.7%	4.2%	
(4)	33	2	9	11	5	5	5	7	5	
	18.0%	14.3%	15.3%	19.0%	33.3%	13.9%	18.5%	25.0%	20.8%	
(3)	37	1	8	9	1	11	7	5	7	1
	20.2%	7.1%	13.6%	15.5%	6.7%	30.6%	25.9%	17.9%	29.2%	100.0%
(2)	33	2	16	11	1	7	5	6	4	
	18.0%	14.3%	27.1%	19.0%	6.7%	19.4%	18.5%	21.4%	16.7%	
(1)	54	6	22	15	8	12	4	7	7	
	29.5%	42.9%	37.3%	25.9%	53.3%	33.3%	14.8%	25.0%	29.2%	
LEAST IMPORTANT="1"										
NO ANSWER	29	1	10	13	2	6	5	4	2	
BASE	183	14	59	58	15	36	27	28	24	1
MEAN	2.69	2.57	2.27	2.90	2.20	2.33	3.15	2.75	2.54	3.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	99.9%	100.0%	100.1%	100.1%	100.0%	100.0%	99.9%	100.0%	100.1%	100.0%

ENVIRONMENTAL ISSUES:

Q.18- RANKING THIS OPTION AS TO ITS DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:

PROVIDE TAX INCENTIVE FOR USE OF RECYCLED MATERIALS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	187 100.0%	14 100.0%	61 100.0%	59 100.0%	15 100.0%	38 100.0%	28 100.0%	29 100.0%	24 100.0%	1 100.0%
MOST IMPORTANT="5"										
(5)	82 43.9%	5 35.7%	29 47.5%	25 42.4%	8 53.3%	19 50.0%	12 42.9%	10 34.5%	13 54.2%	
(4)	56 29.9%	7 50.0%	19 31.1%	16 27.1%	1 6.7%	8 21.1%	11 39.3%	11 37.9%	5 20.8%	1 100.0%
(3)	28 15.0%	1 7.1%	9 14.8%	9 15.3%	4 26.7%	9 23.7%	4 14.3%	5 17.2%	5 20.8%	
(2)	17 9.1%	1 7.1%	4 6.6%	7 11.9%	2 13.3%	2 5.3%		2 6.9%	1 4.2%	
(1)	4 2.1%			2 3.4%			1 3.6%	1 3.4%		
LEAST IMPORTANT="1"										
NO ANSWER	25	1	8	12	2	4	4	3	2	
BASE	187	14	61	59	15	38	28	29	24	1
MEAN	4.04	4.14	4.20	3.93	4.00	4.16	4.18	3.93	4.25	4.00
SIGMA	212 100.0%	15 99.9%	69 100.0%	71 100.1%	17 100.0%	42 100.1%	32 100.1%	32 99.9%	26 100.0%	1 100.0%

ENVIRONMENTAL ISSUES:

Q.18- RANKING THIS OPTION AS TO ITS DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:

IMPOSE TAX ON PURCHASES OF NON-RECYCLABLE PRODUCTS AT POINT OF SALE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	183	14	59	58	15	36	27	28	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT="5"										
(5)	8		3	3	1	3	2	1	2	
	4.4%		5.1%	5.2%	6.7%	8.3%	7.4%	3.6%	8.3%	
(4)	33	2	10	9	4	7	3	5	3	
	18.0%	14.3%	16.9%	15.5%	26.7%	19.4%	11.1%	17.9%	12.5%	
(3)	46	4	14	18	1	8	5	10	6	
	25.1%	28.6%	23.7%	31.0%	6.7%	22.2%	18.5%	35.7%	25.0%	
(2)	62	5	19	19	5	12	10	7	8	1
	33.9%	35.7%	32.2%	32.8%	33.3%	33.3%	37.0%	25.0%	33.3%	100.0%
(1)	34	3	13	9	4	6	7	5	5	
	18.6%	21.4%	22.0%	15.5%	26.7%	16.7%	25.9%	17.9%	20.8%	
LEAST IMPORTANT="1"										
NO ANSWER	29	1	10	13	2	6	5	4	2	
BASE	183	14	59	58	15	36	27	28	24	1
MEAN	2.56	2.36	2.51	2.62	2.53	2.69	2.37	2.64	2.54	2.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	99.9%	100.0%	100.1%	99.9%	99.9%	100.1%	99.9%	100.0%

ENVIRONMENTAL ISSUES:

Q.18 RANKING THIS OPTION AS TO ITS DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:

INTENSIFY CONSUMER EDUCATION AND AWARENESS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	187 100.0%	14 100.0%	61 100.0%	59 100.0%	15 100.0%	38 100.0%	28 100.0%	28 100.0%	24 100.0%	1 100.0%
MOST IMPORTANT="5"										
(5)	62 33.2%	6 42.9%	23 37.7%	16 27.1%	6 40.0%	14 36.8%	8 28.6%	11 39.3%	7 29.2%	1 100.0%
(4)	45 24.1%	2 14.3%	14 23.0%	14 23.7%	1 6.7%	12 31.6%	8 28.6%	5 17.9%	9 37.5%	
(3)	40 21.4%	2 14.3%	15 24.6%	13 22.0%	3 20.0%	5 13.2%	6 21.4%	7 25.0%	3 12.5%	
(2)	17 9.1%	1 7.1%	4 6.6%	9 15.3%	4 26.7%	2 5.3%	1 3.6%	1 3.6%	3 12.5%	
(1)	23 12.3%	3 21.4%	5 8.2%	7 11.9%	1 6.7%	5 13.2%	5 17.9%	4 14.3%	2 8.3%	
LEAST IMPORTANT="1"										
NO ANSWER	25	1	8	12	2	4	4	4	2	
BASE	187	14	61	59	15	38	28	28	24	1
MEAN	3.57	3.50	3.75	3.39	3.47	3.74	3.46	3.64	3.67	5.00
SIGMA	212 100.1%	15 100.0%	69 100.1%	71 100.0%	17 100.1%	42 100.1%	32 100.1%	32 100.1%	26 100.0%	1 100.0%

INTERNATIONAL TRADE:

Q.19 WHAT EFFECT HAVE IMPORTS HAD ON YOUR COMPANY'S SALES IN 1989

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	211	15	69	70	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
A SIGNIFICANT IMPACT	53	2	21	23	2	10	2	4	7	1
	25.1%	13.3%	30.4%	32.9%	11.8%	23.8%	6.3%	12.5%	26.9%	100.0%
A MINOR BUT GROWING IMPACT	96	8	31	35	9	22	14	12	11	
	45.5%	53.3%	44.9%	50.0%	52.9%	52.4%	43.8%	37.5%	42.3%	
NO IMPACT AT ALL	62	5	17	12	6	10	16	16	8	
	29.4%	33.3%	24.6%	17.1%	35.3%	23.8%	50.0%	50.0%	30.8%	
NO ANSWER	1			1						
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	99.9%	99.9%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%

INTERNATIONAL TRADE:

Q.20 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

A. PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	198	13	65	68	17	41	30	27	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
(3) VERY IMPORTANT	168	11	58	57	14	35	24	26	21	1
	84.8%	84.6%	89.2%	83.8%	82.4%	85.4%	80.0%	96.3%	84.0%	100.0%
(2) MODERATELY IMPORTANT	26	2	6	9	3	5	6	1	4	
	13.1%	15.4%	9.2%	13.2%	17.6%	12.2%	20.0%	3.7%	16.0%	
(1) NOT IMPORTANT	4		1	2		1				
	2.0%		1.5%	2.9%		2.4%				
NO ANSWER	14	2	4	3		1	2	5	1	
BASE	198	13	65	68	17	41	30	27	25	1
MEAN	2.83	2.85	2.88	2.81	2.82	2.83	2.80	2.96	2.84	3.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	99.9%	100.0%	99.9%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

INTERNATIONAL TRADE:

Q.20 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

B. VALUE OF U.S.DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	197 100.0%	13 100.0%	64 100.0%	67 100.0%	17 100.0%	42 100.0%	30 100.0%	25 100.0%	24 100.0%	1 100.0%
(3) VERY IMPORTANT	94 47.7%	5 38.5%	31 48.4%	32 47.8%	10 58.8%	21 50.0%	12 40.0%	10 40.0%	9 37.5%	
(2) MODERATELY IMPORTANT	96 48.7%	8 61.5%	30 46.9%	32 47.8%	6 35.3%	19 45.2%	18 60.0%	15 60.0%	12 50.0%	1 100.0%
(1) NOT IMPORTANT	7 3.6%		3 4.7%	3 4.5%	1 5.9%	2 4.8%			3 12.5%	
NO ANSWER	15	2	5	4			2	7	2	
BASE	197	13	64	67	17	42	30	25	24	1
MEAN	2.44	2.39	2.44	2.43	2.53	2.45	2.40	2.40	2.25	2.00
SIGMA	212 100.0%	15 100.0%	69 100.0%	71 100.1%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

INTERNATIONAL TRADE:

Q.20 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

C. QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	198 100.0%	13 100.0%	65 100.0%	68 100.0%	17 100.0%	41 100.0%	30 100.0%	27 100.0%	25 100.0%	1 100.0%
(3) VERY IMPORTANT	63 31.8%	4 30.8%	19 29.2%	19 27.9%	10 58.8%	15 36.6%	13 43.3%	5 18.5%	8 32.0%	
(2) MODERATELY IMPORTANT	104 52.5%	6 46.2%	31 47.7%	41 60.3%	7 41.2%	18 43.9%	14 46.7%	20 74.1%	12 48.0%	1 100.0%
(1) NOT IMPORTANT	31 15.7%	3 23.1%	15 23.1%	8 11.8%		8 19.5%	3 10.0%	2 7.4%	5 20.0%	
NO ANSWER	14	2	4	3		1	2	5	1	
BASE	198	13	65	68	17	41	30	27	25	1
MEAN	2.16	2.08	2.06	2.16	2.59	2.17	2.33	2.11	2.12	2.00
SIGMA	212 100.0%	15 100.1%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

INTERNATIONAL TRADE:

Q.20 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

D. NON COMPETITIVE U.S.LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	199	13	65	68	17	42	30	27	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
(3) VERY IMPORTANT	116	7	43	31	11	29	19	18	18	1
	58.3%	53.8%	66.2%	45.6%	64.7%	69.0%	63.3%	66.7%	72.0%	100.0%
(2) MODERATELY IMPORTANT	73	6	21	32	6	12	10	7	6	
	36.7%	46.2%	32.3%	47.1%	35.3%	28.6%	33.3%	25.9%	24.0%	
(1) NOT IMPORTANT	10		1	5		1	1	2	1	
	5.0%		1.5%	7.4%		2.4%	3.3%	7.4%	4.0%	
NO ANSWER	13	2	4	3			2	5	1	
BASE	199	13	65	68	17	42	30	27	25	1
MEAN	2.53	2.54	2.65	2.38	2.65	2.67	2.60	2.59	2.68	3.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%

INTERNATIONAL TRADE:

Q.20 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

E. CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	197 100.0%	13 100.0%	65 100.0%	66 100.0%	17 100.0%	42 100.0%	30 100.0%	26 100.0%	25 100.0%	1 100.0%
(3) VERY IMPORTANT	87 44.2%	6 46.2%	34 52.3%	24 36.4%	8 47.1%	17 40.5%	16 53.3%	10 38.5%	15 60.0%	1 100.0%
(2) MODERATELY IMPORTANT	101 51.3%	6 46.2%	25 38.5%	39 59.1%	9 52.9%	23 54.8%	14 46.7%	16 61.5%	9 36.0%	
(1) NOT IMPORTANT	9 4.6%	1 7.7%	6 9.2%	3 4.5%		2 4.8%			1 4.0%	
NO ANSWER	15	2	4	5			2	6	1	
BASE	197	13	65	66	17	42	30	26	25	1
MEAN	2.40	2.39	2.43	2.32	2.47	2.36	2.53	2.39	2.56	3.00
SIGMA	212 100.1%	15 100.1%	69 100.0%	71 100.0%	17 100.0%	42 100.1%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

INTERNATIONAL TRADE:

Q.20 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

F. UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	195	12	65	66	17	42	28	26	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
(3) VERY IMPORTANT	100	8	33	32	10	24	16	9	11	1
	51.3%	66.7%	50.8%	48.5%	58.8%	57.1%	57.1%	34.6%	44.0%	100.0%
(2) MODERATELY IMPORTANT	67	3	24	20	5	15	9	12	12	
	34.4%	25.0%	36.9%	30.3%	29.4%	35.7%	32.1%	46.2%	48.0%	
(1) NOT IMPORTANT	28	1	8	14	2	3	3	5	2	
	14.4%	8.3%	12.3%	21.2%	11.8%	7.1%	10.7%	19.2%	8.0%	
NO ANSWER	17	3	4	5			4	6	1	
BASE	195	12	65	66	17	42	28	26	25	1
MEAN	2.37	2.58	2.39	2.27	2.47	2.50	2.46	2.15	2.36	3.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.1%	100.0%	100.0%	100.0%	100.0%	99.9%	99.9%	100.0%	100.0%	100.0%

INTERNATIONAL TRADE:

Q.20 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

G. CUSTOMERS' LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS (DOMESTIC VS. IMPORTS)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	194	12	65	64	17	42	29	26	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
(3) VERY IMPORTANT	60	3	19	21	7	12	11	5	5	1
	30.9%	25.0%	29.2%	32.8%	41.2%	28.6%	37.9%	19.2%	20.0%	100.0%
(2) MODERATELY IMPORTANT	81	7	24	29	6	22	14	12	13	
	41.8%	58.3%	36.9%	45.3%	35.3%	52.4%	48.3%	46.2%	52.0%	
(1) NOT IMPORTANT	53	2	22	14	4	8	4	9	7	
	27.3%	16.7%	33.8%	21.9%	23.5%	19.0%	13.8%	34.6%	28.0%	
NO ANSWER	18	3	4	7			3	6	1	
BASE	194	12	65	64	17	42	29	26	25	1
MEAN	2.04	2.08	1.95	2.11	2.18	2.10	2.24	1.85	1.92	3.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

INTERNATIONAL TRADE:

Q.21 DOES YOUR COMPANY CURRENTLY EXPORT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	209 100.0%	14 100.0%	69 100.0%	70 100.0%	17 100.0%	42 100.0%	32 100.0%	31 100.0%	26 100.0%	1 100.0%
YES	176 84.2%	12 85.7%	56 81.2%	68 97.1%	14 82.4%	36 85.7%	25 78.1%	25 80.6%	21 80.8%	1 100.0%
NO	33 15.8%	2 14.3%	13 18.8%	2 2.9%	3 17.6%	6 14.3%	7 21.9%	6 19.4%	5 19.2%	
NO ANSWER	3	1		1				1		
SIGMA	212 100.0%	15 100.0%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

INTERNATIONAL TRADE:

Q.21 WHAT PERCENTAGE OF YOUR FIRM'S TOTAL DOLLAR SALES ARE FROM EXPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	162 100.0%	11 100.0%	52 100.0%	64 100.0%	14 100.0%	34 100.0%	23 100.0%	23 100.0%	21 100.0%	1 100.0%
1%-4%	65 40.1%	7 63.6%	20 38.5%	26 40.6%	6 42.9%	15 44.1%	11 47.8%	10 43.5%	10 47.6%	
5%-9%	45 27.8%	4 36.4%	17 32.7%	12 18.8%	7 50.0%	11 32.4%	8 34.8%	6 26.1%	6 28.6%	
10%-14%	33 20.4%		9 17.3%	18 28.1%		6 17.6%	3 13.0%	3 13.0%	3 14.3%	
15%-19%	7 4.3%		3 5.8%	2 3.1%	1 7.1%			2 8.7%		1 100.0%
20%-29%	8 4.9%		2 3.8%	5 7.8%		1 2.9%		2 8.7%	2 9.5%	
30%-39%	2 1.2%		1 1.9%	1 1.6%						
40%-49%	1 .6%					1 2.9%				
75%-99%	1 .6%						1 4.3%			
NO ANSWER	14	1	4	4		2	2	2		
BASE	162	11	52	64	14	34	23	23	21	1
MEAN	7.27	2.82	6.65	7.47	4.64	6.06	7.48	6.70	5.81	15.00
SIGMA	176 99.9%	12 100.0%	56 100.0%	68 100.0%	14 100.0%	36 99.9%	25 99.9%	25 100.0%	21 100.0%	1 100.0%

INTERNATIONAL TRADE:

Q.22 WHAT DO YOU BELIEVE THE IMPACT WILL BE FROM ESTABLISHMENT OF A UNIFIED EUROPEAN COMMUNITY COMMON MARKET IN 1992 (EC'92) ON YOUR ABILITY TO EXPORT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	203 100.0%	13 100.0%	65 100.0%	70 100.0%	17 100.0%	41 100.0%	32 100.0%	30 100.0%	26 100.0%	1 100.0%
MORE RESTRICTIVE	34 16.7%	1 7.7%	11 16.9%	14 20.0%	2 11.8%	5 12.2%	5 15.6%	3 10.0%	3 11.5%	
LESS RESTRICTIVE	31 15.3%		7 10.8%	12 17.1%	1 5.9%	6 14.6%	5 15.6%	7 23.3%	4 15.4%	
NO CHANGE	52 25.6%	6 46.2%	18 27.7%	16 22.9%	3 17.6%	9 22.0%	8 25.0%	6 20.0%	8 30.8%	
DON'T KNOW	86 42.4%	6 46.2%	29 44.6%	28 40.0%	11 64.7%	21 51.2%	14 43.8%	14 46.7%	11 42.3%	1 100.0%
NO ANSWER	9	2	4	1		1		2		
SIGMA	212 100.0%	15 100.1%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

INTERNATIONAL TRADE:

Q.23 IS YOUR COMPANY FORECASTING HIGHER EXPORT SALES IN 1990

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	202	14	64	70	17	41	31	31	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	126	8	40	51	8	25	16	19	17	1
	62.4%	57.1%	62.5%	72.9%	47.1%	61.0%	51.6%	61.3%	65.4%	100.0%
NO	76	6	24	19	9	16	15	12	9	
	37.6%	42.9%	37.5%	27.1%	52.9%	39.0%	48.4%	38.7%	34.6%	
NO ANSWER	10	1	5	1		1	1	1		
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

INTERNATIONAL TRADE:

Q.23 WHAT IS YOUR ESTIMATE OF THE PERCENTAGE INCREASE OF YOUR SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	114	7	36	46	7	25	14	17	16	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	14	1	5	5	2	3	3	5		
	12.3%	14.3%	13.9%	10.9%	28.6%	12.0%	21.4%	29.4%		
5%-9%	22	1	6	12	1	4		6	2	
	19.3%	14.3%	16.7%	26.1%	14.3%	16.0%		35.3%	12.5%	
10%-14%	30	1	14	9	1	9	3	5	6	1
	26.3%	14.3%	38.9%	19.6%	14.3%	36.0%	21.4%	29.4%	37.5%	100.0%
15%-19%	13	1	3	8	2	4	2		2	
	11.4%	14.3%	8.3%	17.4%	28.6%	16.0%	14.3%		12.5%	
20%-29%	15		4	6	1	1	1		4	
	13.2%		11.1%	13.0%	14.3%	4.0%	7.1%		25.0%	
30%-39%	5		1	2		1	1			
	4.4%		2.8%	4.3%		4.0%	7.1%			
40%-49%	4			1		1	1	1	1	
	3.5%			2.2%		4.0%	7.1%	5.9%	6.3%	
50%-74%	5		2	1		1	1			
	4.4%		5.6%	2.2%		4.0%	7.1%			
100%	6	3	1	2		1	2		1	
	5.3%	42.9%	2.8%	4.3%		4.0%	14.3%		6.3%	
NO ANSWER	12	1	4	5	1		2	2	1	
BASE	114	7	36	46	7	25	14	17	16	1
MEAN	18.86	47.29	15.06	16.57	10.71	17.40	29.00	7.77	21.25	10.00
SIGMA	126	8	40	51	8	25	16	19	17	1
	100.1%	100.1%	100.1%	100.0%	100.1%	100.0%	99.8%	100.0%	100.1%	100.0%

INTERNATIONAL TRADE:

Q.24 WHAT HAS BEEN THE TREND OF YOUR COMPANY'S EXPORT SALES IN 1989 COMPARED WITH THE PREVIOUS YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	180 100.0%	12 100.0%	56 100.0%	68 100.0%	15 100.0%	38 100.0%	26 100.0%	25 100.0%	23 100.0%	1 100.0%
SIGNIFICANT INCREASE	50 27.8%	2 16.7%	17 30.4%	17 25.0%	3 20.0%	7 18.4%	8 30.8%	5 20.0%	7 30.4%	1 100.0%
SLIGHT INCREASE	73 40.6%	4 33.3%	20 35.7%	33 48.5%	5 33.3%	16 42.1%	7 26.9%	14 56.0%	8 34.8%	
STABLE	40 22.2%	5 41.7%	15 26.8%	13 19.1%	6 40.0%	7 18.4%	6 23.1%	4 16.0%	5 21.7%	
SMALL DECLINE	13 7.2%	1 8.3%	3 5.4%	4 5.9%	1 6.7%	7 18.4%	3 11.5%	2 8.0%	2 8.7%	
SIGNIFICANT DECLINE	4 2.2%		1 1.8%	1 1.5%		1 2.6%	2 7.7%		1 4.3%	
NO ANSWER	32	3	13	3	2	4	6	7	3	
SIGMA	212 100.0%	15 100.0%	69 100.1%	71 100.0%	17 100.0%	42 99.9%	32 100.0%	32 100.0%	26 99.9%	1 100.0%

INTERNATIONAL TRADE:

Q.25 LIST THE THREE COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR YOUR COMPANY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	154 100.0%	10 100.0%	52 100.0%	61 100.0%	13 100.0%	31 100.0%	17 100.0%	19 100.0%	20 100.0%	1 100.0%
TAIWAN	111 72.1%	8 80.0%	34 65.4%	48 78.7%	11 84.6%	23 74.2%	12 70.6%	15 78.9%	15 75.0%	
JAPAN	71 46.1%	2 20.0%	23 44.2%	37 60.7%	7 53.8%	8 25.8%	5 29.4%	6 31.6%	4 20.0%	1 100.0%
KOREA	62 40.3%	4 40.0%	23 44.2%	23 37.7%	5 38.5%	10 32.3%	6 35.3%	7 36.8%	9 45.0%	1 100.0%
GERMANY	33 21.4%		11 21.2%	17 27.9%	1 7.7%	5 16.1%	3 17.6%	4 21.1%	2 10.0%	
CHINA	32 20.8%	3 30.0%	9 17.3%	14 23.0%	4 30.8%	10 32.3%	3 17.6%	6 31.6%	6 30.0%	
MEXICO	15 9.7%		7 13.5%	2 3.3%	1 7.7%	5 16.1%	2 11.8%	1 5.3%	4 20.0%	
ITALY	11 7.1%		4 7.7%	3 4.9%		2 6.5%	1 5.9%	3 15.8%	2 10.0%	
HONG KONG	6 3.9%			5 8.2%				1 5.3%		
BRAZIL	6 3.9%	1 10.0%	4 7.7%	2 3.3%	1 7.7%	3 9.7%	1 5.9%	2 10.5%	2 10.0%	
ALL OTHER	51 33.1%	5 50.0%	20 38.5%	12 19.7%	4 30.8%	12 38.7%	8 47.1%	4 21.1%	6 30.0%	1 100.0%
NO ANSWER	58	5	17	10	4	11	15	13	6	
SIGMA	456 258.4%	28 230.0%	152 259.7%	173 267.4%	38 261.6%	89 251.7%	56 241.2%	62 258.0%	56 250.0%	3 300.0%

INTERNATIONAL TRADE:

Q.26 WHAT PERCENTAGE OF YOUR COMPANY'S RAW MATERIALS,COMPONENTS,AND FINISHED PRODUCTS ARE PRODUCED OVERSEAS:

RAW MATERIALS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	175 100.0%	13 100.0%	58 100.0%	59 100.0%	14 100.0%	31 100.0%	27 100.0%	26 100.0%	23 100.0%	1 100.0%
0%	91 52.0%	10 76.9%	30 51.7%	32 54.2%	8 57.1%	15 48.4%	15 55.6%	13 50.0%	14 60.9%	
1%-4%	18 10.3%	1 7.7%	6 10.3%	5 8.5%	2 14.3%	4 12.9%	1 3.7%	3 11.5%	2 8.7%	
5%-9%	18 10.3%		6 10.3%	7 11.9%	1 7.1%	4 12.9%	2 7.4%	4 15.4%	2 8.7%	
10%-14%	19 10.9%		6 10.3%	6 10.2%	2 14.3%	2 6.5%	4 14.8%	2 7.7%		1 100.0%
15%-19%	3 1.7%		1 1.7%	1 1.7%			1 3.7%			
20%-29%	11 6.3%	1 7.7%	3 5.2%	3 5.1%		1 3.2%	3 11.1%	2 7.7%	2 8.7%	
30%-39%	4 2.3%		3 5.2%		1 7.1%	2 6.5%		2 7.7%	3 13.0%	
40%-49%	2 1.1%		1 1.7%				1 3.7%			
50%-74%	5 2.9%			3 5.1%		3 9.7%				
75%-99%	1 .6%		1 1.7%							
100%	3 1.7%	1 7.7%	1 1.7%	2 3.4%						
NO ANSWER	37	2	11	12	3	11	5	6	3	

(CONTINUED...)

INTERNATIONAL TRADE:

Q.26 WHAT PERCENTAGE OF YOUR COMPANY'S RAW MATERIALS,COMPONENTS,AND FINISHED PRODUCTS ARE PRODUCED OVERSEAS:

RAW MATERIALS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
BASE	84	3	28	27	6	16	12	13	9	1
MEAN	17.27	40.33	18.36	19.89	9.67	17.56	13.92	11.62	16.22	10.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.1%	100.0%	99.8%	100.1%	99.9%	100.1%	100.0%	100.0%	100.0%	100.0%

INTERNATIONAL TRADE:

Q.26- WHAT PERCENTAGE OF YOUR COMPANY'S RAW MATERIALS,COMPONENTS,AND FINISHED PRODUCTS ARE PRODUCED OVERSEAS:

COMPONENTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	175 100.0%	13 100.0%	58 100.0%	61 100.0%	14 100.0%	35 100.0%	26 100.0%	26 100.0%	21 100.0%	
0%	85 48.6%	8 61.5%	27 46.6%	30 49.2%	8 57.1%	18 51.4%	10 38.5%	16 61.5%	13 61.9%	
1%-4%	26 14.9%	2 15.4%	10 17.2%	7 11.5%	1 7.1%	4 11.4%	3 11.5%	3 11.5%		
5%-9%	27 15.4%	2 15.4%	11 19.0%	8 13.1%	2 14.3%	3 8.6%	7 26.9%	6 23.1%	5 23.8%	
10%-14%	19 10.9%		5 8.6%	7 11.5%		7 20.0%	4 15.4%	1 3.8%	2 9.5%	
15%-19%	2 1.1%	1 7.7%			2 14.3%	2 5.7%				
20%-29%	5 2.9%			3 4.9%	1 7.1%		1 3.8%		1 4.8%	
30%-39%	4 2.3%		2 3.4%	2 3.3%						
50%-74%	5 2.9%		2 3.4%	3 4.9%		1 2.9%	1 3.8%			
75%-99%	1 .6%		1 1.7%							
100%	1 .6%			1 1.6%						
NO ANSWER	37	2	11	10	3	7	6	6	5	1

(CONTINUED...)

INTERNATIONAL TRADE:

Q.26 WHAT PERCENTAGE OF YOUR COMPANY'S RAW MATERIALS,COMPONENTS,AND FINISHED PRODUCTS ARE PRODUCED OVERSEAS:

COMPONENTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
BASE	90	5	31	31	6	17	16	10	8	
MEAN	12.61	5.40	13.10	17.13	10.83	10.06	9.69	4.60	8.38	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.2%	100.0%	99.9%	100.0%	99.9%	100.0%	99.9%	99.9%	100.0%	

INTERNATIONAL TRADE:

Q.26 WHAT PERCENTAGE OF YOUR COMPANY'S RAW MATERIALS,COMPONENTS,AND FINISHED PRODUCTS ARE PRODUCED OVERSEAS:

FINISHED PRODUCTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	174 100.0%	15 100.0%	58 100.0%	59 100.0%	16 100.0%	32 100.0%	26 100.0%	26 100.0%	23 100.0%	
0%	88 50.6%	9 60.0%	26 44.8%	29 49.2%	10 62.5%	17 53.1%	16 61.5%	10 38.5%	16 69.6%	
1%-4%	27 15.5%	2 13.3%	11 19.0%	3 5.1%	1 6.3%	8 25.0%	4 15.4%	5 19.2%	5 21.7%	
5%-9%	23 13.2%	1 6.7%	8 13.8%	11 18.6%	2 12.5%	3 9.4%	2 7.7%	5 19.2%		
10%-14%	13 7.5%	1 6.7%	4 6.9%	5 8.5%	2 12.5%	3 9.4%	4 15.4%	1 3.8%		
15%-19%	4 2.3%		2 3.4%	2 3.4%				2 7.7%	1 4.3%	
20%-29%	4 2.3%			3 5.1%				1 3.8%		
30%-39%	6 3.4%	1 6.7%	1 1.7%	3 5.1%	1 6.3%	1 3.1%		2 7.7%	1 4.3%	
40%-49%	1 .6%		1 1.7%							
50%-74%	3 1.7%		1 1.7%	2 3.4%						
75%-99%	1 .6%		1 1.7%							
100%	4 2.3%	1 6.7%	3 5.2%	1 1.7%						
NO ANSWER	38		11	12	1	10	6	6	3	1

(CONTINUED...)

INTERNATIONAL TRADE:

Q.26 WHAT PERCENTAGE OF YOUR COMPANY'S RAW MATERIALS,COMPONENTS,AND FINISHED PRODUCTS ARE PRODUCED OVERSEAS:

FINISHED PRODUCTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
BASE	86	6	32	30	6	15	10	16	7	
MEAN	15.91	24.67	21.03	17.50	10.17	6.13	5.70	10.00	8.14	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.1%	99.9%	100.1%	100.1%	100.0%	100.0%	99.9%	99.9%	

INTERNATIONAL TRADE:

Q.27 WHAT PERCENTAGE OF YOUR EXPORT SALES ARE MADE TO CANADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB-ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	194 100.0%	14 100.0%	59 100.0%	69 100.0%	17 100.0%	40 100.0%	30 100.0%	27 100.0%	24 100.0%	1 100.0%
0%	37 19.1%	5 35.7%	11 18.6%	9 13.0%	3 17.6%	7 17.5%	6 20.0%	5 18.5%	7 29.2%	
1%-4%	36 18.6%	4 28.6%	13 22.0%	12 17.4%	3 17.6%	7 17.5%	5 16.7%	9 33.3%	4 16.7%	1 100.0%
5%-9%	15 7.7%	1 7.1%	4 6.8%	7 10.1%		3 7.5%	2 6.7%	3 11.1%		
10%-14%	14 7.2%	1 7.1%	6 10.2%	5 7.2%	1 5.9%	2 5.0%		2 7.4%	3 12.5%	
15%-19%	7 3.6%		1 1.7%	4 5.8%		1 2.5%	1 3.3%			
20%-29%	15 7.7%	1 7.1%	3 5.1%	5 7.2%	2 11.8%	4 10.0%	6 20.0%			
30%-39%	10 5.2%		3 5.1%	5 7.2%	2 11.8%	2 5.0%	1 3.3%	1 3.7%	2 8.3%	
40%-49%	9 4.6%			6 8.7%			3 10.0%		1 4.2%	
50%-74%	18 9.3%		3 5.1%	9 13.0%	1 5.9%	1 2.5%	1 3.3%	5 18.5%	4 16.7%	
75%-99%	20 10.3%		9 15.3%	4 5.8%	1 5.9%	7 17.5%	2 6.7%	1 3.7%	1 4.2%	
100%	13 6.7%	2 14.3%	6 10.2%	3 4.3%	4 23.5%	6 15.0%	3 10.0%	1 3.7%	2 8.3%	
NO ANSWER	18	1	10	2		2	2	5	2	

(CONTINUED...)

INTERNATIONAL TRADE:

Q.27 WHAT PERCENTAGE OF YOUR EXPORT SALES ARE MADE TO CANADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
BASE	157	9	48	60	14	33	24	22	17	1
MEAN	34.20	26.78	37.81	29.23	48.07	44.39	35.63	24.59	38.18	1.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	99.9%	100.1%	99.7%	100.0%	100.0%	100.0%	99.9%	100.1%	100.0%

INTERNATIONAL TRADE:

Q.28 WHAT AFFECT HAS THE ENACTMENT OF THE U.S./CANADIAN FREE TRADE TREATY HAD ON YOUR SALES TO CANADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	200	15	63	70	17	41	29	30	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	44	1	8	19	4	11	6	3	3	
	22.0%	6.7%	12.7%	27.1%	23.5%	26.8%	20.7%	10.0%	12.0%	
NO CHANGE	156	14	55	51	13	30	23	27	22	1
	78.0%	93.3%	87.3%	72.9%	76.5%	73.2%	79.3%	90.0%	88.0%	100.0%
NO ANSWER	12		6	1		1	3	2	1	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

PATENTS/TRADEMARKS/COPYRIGHT ISSUES:

Q.29 DID YOUR COMPANY INITIATE LEGAL ACTION DURING 1939 TO STOP AN INFRINGEMENT OF A DESIGN PATENT,UTILITY PATENT,TRADEMARK,OR COPYRIGHT BY A FOREIGN MANUFACTURER

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND- RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	206	15	69	17	41	30	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	38	3	9	17	1	4	5	7	3	1
	18.4%	20.0%	13.4%	24.6%	5.9%	9.8%	16.7%	21.9%	11.5%	100.0%
NO	168	12	58	52	16	37	25	25	23	
	81.6%	80.0%	86.6%	75.4%	94.1%	90.2%	83.3%	78.1%	88.5%	
NO ANSWER	6		2	2		1	2			
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

PATENTS/TRADEMARKS/COPYRIGHT ISSUES:

Q.30 DOES YOUR COMPANY PLACE "MADE IN USA" OR A SIMILAR DESIGNATION ON ITS PRODUCTS PRODUCED IN THIS COUNTRY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	196	15	63	66	16	37	28	32	24	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	123	4	36	57	9	26	12	16	17	1
	62.8%	26.7%	57.1%	86.4%	56.3%	70.3%	42.9%	50.0%	70.8%	100.0%
NO	73	11	27	9	7	11	16	16	7	
	37.2%	73.3%	42.9%	13.6%	43.8%	29.7%	57.1%	50.0%	29.2%	
NO ANSWER	16		6	5	1	5	4		2	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

PATENTS/TRADEMARKS/COPYRIGHT ISSUES:

Q.30 DOES YOUR COMPANY PLACE "MADE IN USA" OR A SIMILAR DESIGNATION ON ITS PACKAGING PRODUCED IN THIS COUNTRY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	205	15	68	68	17	40	32	32	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	161	10	56	59	13	32	22	23	22	1
	78.5%	66.7%	82.4%	86.8%	76.5%	80.0%	68.8%	71.9%	88.0%	100.0%
NO	44	5	12	9	4	8	10	9	3	
	21.5%	33.3%	17.6%	13.2%	23.5%	20.0%	31.3%	28.1%	12.0%	
NO ANSWER	7		1	3		2			1	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%

PATENTS/TRADEMARKS/COPYRIGHT ISSUES:

Q.31: HAS YOUR COMPANY OBTAINED ANY EVIDENCE WHICH SUGGESTS THAT FOREIGN MANUFACTURERS OR U.S. DISTRIBUTORS MAY BE PLACING FALSE COUNTRY OF ORIGIN DESIGNATIONS ON IMPORTED PRODUCTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	202	14	65	68	17	39	30	30	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	48	2	13	27	2	3	4	6	1	1
	23.8%	14.3%	20.0%	39.7%	11.8%	7.7%	13.3%	20.0%	3.8%	100.0%
NO	154	12	52	41	15	36	26	24	25	
	76.2%	85.7%	80.0%	60.3%	88.2%	92.3%	86.7%	80.0%	96.2%	
NO ANSWER	10	1	4	3		3	2	2		
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

PRODUCT LIABILITY:

Q.32 WHAT HAS BEEN YOUR COMPANY'S EXPERIENCE WITH PRODUCT LIABILITY INSURANCE PREMIUMS IN 1989 COMPARED TO THE PREVIOUS YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	204	15	67	67	16	42	31	31	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	106	8	37	35	7	21	16	17	13	1
	52.0%	53.3%	55.2%	52.2%	43.8%	50.0%	51.6%	54.8%	52.0%	100.0%
DECREASED	16	3	4	4	1	4	4	3	1	
	7.8%	20.0%	6.0%	6.0%	6.3%	9.5%	12.9%	9.7%	4.0%	
NO CHANGE	82	4	26	28	8	17	11	11	11	
	40.2%	26.7%	38.8%	41.8%	50.0%	40.5%	35.5%	35.5%	44.0%	
NO ANSWER	8		2	4	1		1	1	1	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

PRODUCT LIABILITY:

Q.32- ESTIMATE OF INCREASE IN LIABILITY INSURANCE PREMIUMS

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING		82 100.0%	7 100.0%	28 100.0%	24 100.0%	7 100.0%	19 100.0%	12 100.0%	15 100.0%	9 100.0%	1 100.0%
1%-4%		1 1.2%						1 8.3%			
5%-9%		15 18.3%	1 14.3%	5 17.9%	1 4.2%	3 42.9%	5 26.3%	4 33.3%	2 13.3%	3 33.3%	
10%-14%		27 32.9%	1 14.3%	10 35.7%	10 41.7%	2 28.6%	3 15.8%	3 25.0%	4 26.7%	2 22.2%	1 100.0%
15%-19%		16 19.5%	3 42.9%	5 17.9%	4 16.7%	2 28.6%	6 31.6%	2 16.7%	5 33.3%	3 33.3%	
20%-29%		11 13.4%		5 17.9%	4 16.7%		3 15.8%	1 8.3%	1 6.7%	1 11.1%	
30%-39%		6 7.3%	1 14.3%		2 8.3%		1 5.3%	1 8.3%	2 13.3%		
40%-49%		2 2.4%		1 3.6%	1 4.2%		1 5.3%				
50%-74%		1 1.2%			1 4.2%						
100%		3 3.7%	1 14.3%	2 7.1%	1 4.2%				1 6.7%		
NO ANSWER		24	1	9	11		2	4	2	4	
	BASE	82	7	28	24	7	19	12	15	9	1
	MEAN	17.85	27.43	20.00	21.38	9.71	14.95	11.50	20.47	11.89	10.00
SIGMA		106 99.9%	8 100.1%	37 100.1%	35 100.2%	7 100.1%	21 100.1%	16 99.9%	17 100.0%	13 99.9%	1 100.0%

PRODUCT LIABILITY:

Q.32- ESTIMATE OF DECREASE IN LIABILITY INSURANCE PREMIUMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	12 100.0%	3 100.0%	3 100.0%	4 100.0%	1 100.0%	4 100.0%	3 100.0%	2 100.0%		
1%-4%	1 8.3%	1 33.3%	1 33.3%							
5%-9%	2 16.7%	1 33.3%	1 33.3%				1 33.3%	1 50.0%		
10%-14%	5 41.7%	1 33.3%	1 33.3%	3 75.0%		1 25.0%	1 33.3%	1 50.0%		
15%-19%	1 8.3%				1 100.0%	1 25.0%	1 33.3%			
20%-29%	3 25.0%			1 25.0%		2 50.0%				
NO ANSWER	4		1				1	1	1	
BASE	12	3	3	4	1	4	3	2		
MEAN	12.50	6.33	6.33	13.75	15.00	17.50	10.33	7.50		
SIGMA	16 100.0%	3 99.9%	4 99.9%	4 100.0%	1 100.0%	4 100.0%	4 99.9%	3 100.0%	1	

PRODUCT LIABILITY:

Q.33 DID YOUR COMPANY EXPERIENCE DIFFICULTY IN RENEWING PRODUCT LIABILITY INSURANCE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	204	15	67	67	17	42	31	29	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	33	2	11	11	2	6	5	6	5	1
	16.2%	13.3%	16.4%	16.4%	11.8%	14.3%	16.1%	20.7%	19.2%	100.0%
NO	171	13	56	56	15	36	26	23	21	
	83.8%	86.7%	83.6%	83.6%	88.2%	85.7%	83.9%	79.3%	80.8%	
NO ANSWER	8		2	4			1	3		
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

PRODUCT LIABILITY:

Q.34 HOW DID YOUR COMPANY'S PRODUCT LIABILITY COVERAGE CHANGE IN 1989: (COVERAGE)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUNDRIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	189	14	62	64	13	37	26	27	23	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
DECREASED	13	1	7	2		2	2		1	1
	6.9%	7.1%	11.3%	3.1%		5.4%	7.7%		4.3%	100.0%
NO CHANGE	176	13	55	62	13	35	24	27	22	
	93.1%	92.9%	88.7%	96.9%	100.0%	94.6%	92.3%	100.0%	95.7%	
NO ANSWER	23	1	7	7	4	5	6	5	3	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

PRODUCT LIABILITY:

Q.34 HOW DID YOUR COMPANY'S PRODUCT LIABILITY COVERAGE CHANGE IN 1989: (AMOUNT OF DEDUCTIBLE)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	170 100.0%	11 100.0%	54 100.0%	59 100.0%	15 100.0%	36 100.0%	24 100.0%	27 100.0%	22 100.0%	1 100.0%
DECREASED	38 22.4%	2 18.2%	15 27.8%	10 16.9%	5 33.3%	8 22.2%	6 25.0%	6 22.2%	6 27.3%	1 100.0%
NO CHANGE	132 77.6%	9 81.8%	39 72.2%	49 83.1%	10 66.7%	28 77.8%	18 75.0%	21 77.8%	16 72.7%	
NO ANSWER	42	4	15	12	2	6	8	5	4	
SIGMA	212 100.0%	15 100.0%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

PRODUCT LIABILITY:

Q.35 WHAT HAS BEEN YOUR COMPANY'S RECENT EXPERIENCE WITH PRODUCT LIABILITY LITIGATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	199 100.0%	14 100.0%	64 100.0%	67 100.0%	17 100.0%	41 100.0%	30 100.0%	30 100.0%	24 100.0%	1 100.0%
INCREASED	58 29.1%	3 21.4%	16 25.0%	20 29.9%	6 35.3%	10 24.4%	8 26.7%	14 46.7%	4 16.7%	
DECREASED	10 5.0%		3 4.7%	4 6.0%		1 2.4%	1 3.3%		2 8.3%	
NO CHANGE	131 65.8%	11 78.6%	45 70.3%	43 64.2%	11 64.7%	30 73.2%	21 70.0%	16 53.3%	18 75.0%	1 100.0%
NO ANSWER	13	1	5	4		1	2	2	2	
SIGMA	212 99.9%	15 100.0%	69 100.0%	71 100.1%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

PRODUCT LIABILITY:

Q.35 ESTIMATED NUMBER OF PENDING LAW SUITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	147	7	44	53	12	26	24	21	18	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
NONE/NO LAWSUITS	66	5	28	19	6	11	10	8	11	
	44.9%	71.4%	63.6%	35.8%	50.0%	42.3%	41.7%	38.1%	61.1%	
1 LAWSUIT	15		1	5	2	5	3	1	4	
	10.2%		2.3%	9.4%	16.7%	19.2%	12.5%	4.8%	22.2%	
2 LAWSUITS	18		5	6	1	4	5	3		
	12.2%		11.4%	11.3%	8.3%	15.4%	20.8%	14.3%		
3 LAWSUITS	13	2	1	9		1	2	5		
	8.8%	28.6%	2.3%	17.0%		3.8%	8.3%	23.8%		
4 LAWSUITS	4			1	1		2		1	
	2.7%			1.9%	8.3%		8.3%		5.6%	
5 LAWSUITS	8		2	2		3		1	1	1
	5.4%		4.5%	3.8%		11.5%		4.8%	5.6%	100.0%
6 LAWSUITS	3			2			1	1		
	2.0%			3.8%			4.2%	4.8%		
7 LAWSUITS	4		1	1	2	2		1	1	
	2.7%		2.3%	1.9%	16.7%	7.7%		4.8%	5.6%	
9 LAWSUITS	3		2	1						
	2.0%		4.5%	1.9%						
10 LAWSUITS	2		1					1		
	1.4%		2.3%					4.8%		
12 LAWSUITS	1			1						
	.7%			1.9%						
13 LAWSUITS	1			1						
	.7%			1.9%						
15 LAWSUITS	3		1	2						
	2.0%		2.3%	3.8%						

(CONTINUED...)

PRODUCT LIABILITY:

Q.35- ESTIMATED NUMBER OF PENDING LAW SUITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
20 LAWSUITS	4 2.7%		1 2.3%	3 5.7%						
40 LAWSUITS	1 .7%		1 2.3%							
50 LAWSUITS	1 .7%						1 4.2%			
NO ANSWER	65	8	25	18	5	16	8	11	8	
BASE	147	7	44	53	12	26	24	21	18	1
MEAN	3.26	.86	3.05	3.79	1.83	1.73	3.46	2.38	1.11	5.00
SIGMA	212 99.8%	15 100.0%	69 100.1%	71 100.1%	17 100.0%	42 99.9%	32 100.0%	32 100.2%	26 100.1%	1 100.0%

LABOR ISSUES:

Q.36- INDICATE YOUR INTEREST IN THIS PARTICULAR ISSUE:

A. MANDATORY HEALTH INSURANCE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	202 100.0%	14 100.0%	66 100.0%	68 100.0%	17 100.0%	41 100.0%	30 100.0%	31 100.0%	25 100.0%	1 100.0%
(3) VERY IMPORTANT	147 72.8%	9 64.3%	48 72.7%	53 77.9%	14 82.4%	33 80.5%	17 56.7%	23 74.2%	18 72.0%	
(2) MODERATELY IMPORTANT	40 19.8%	4 28.6%	13 19.7%	12 17.6%	2 11.8%	7 17.1%	9 30.0%	6 19.4%	5 20.0%	1 100.0%
(1) NOT IMPORTANT	8 4.0%		3 4.5%	2 2.9%		1 2.4%	2 6.7%	1 3.2%		
NEED MORE INFORMATION	7 3.5%	1 7.1%	2 3.0%	1 1.5%	1 5.9%		2 6.7%	1 3.2%	2 8.0%	
NO ANSWER	10	1	3	3		1	2	1	1	
BASE	195	13	64	67	16	41	28	30	23	1
MEAN	2.71	2.69	2.70	2.76	2.88	2.78	2.54	2.73	2.78	2.00
SIGMA	212 100.1%	15 100.0%	69 99.9%	71 99.9%	17 100.1%	42 100.0%	32 100.1%	32 100.0%	26 100.0%	1 100.0%

LABOR ISSUES:

Q.36- INDICATE YOUR INTEREST IN THIS PARTICULAR ISSUE:

B. PARENTAL AND MEDICAL LEAVE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	203	14	66	68	17	41	31	31	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
(3) VERY IMPORTANT	58	2	16	20	6	16	9	7	10	1
	28.6%	14.3%	24.2%	29.4%	35.3%	39.0%	29.0%	22.6%	40.0%	100.0%
(2) MODERATELY IMPORTANT	87	6	28	27	7	17	14	12	9	
	42.9%	42.9%	42.4%	39.7%	41.2%	41.5%	45.2%	38.7%	36.0%	
(1) NOT IMPORTANT	43	6	19	18	3	5	6	9	3	
	21.2%	42.9%	28.8%	26.5%	17.6%	12.2%	19.4%	29.0%	12.0%	
NEED MORE INFORMATION	15		3	3	1	3	2	3	3	
	7.4%		4.5%	4.4%	5.9%	7.3%	6.5%	9.7%	12.0%	
NO ANSWER	9	1	3	3		1	1	1	1	
BASE	188	14	63	65	16	38	29	28	22	1
MEAN	2.08	1.71	1.95	2.03	2.19	2.29	2.10	1.93	2.32	3.00
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.1%	100.1%	99.9%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%

LABOR ISSUES:

Q.36- INDICATE YOUR INTEREST IN THIS PARTICULAR ISSUE:

C. OCCUPATIONAL DISEASE NOTIFICATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUNDRIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	201 100.0%	14 100.0%	64 100.0%	68 100.0%	17 100.0%	41 100.0%	31 100.0%	31 100.0%	25 100.0%	1 100.0%
(3) VERY IMPORTANT	40 19.9%	4 28.6%	15 23.4%	11 16.2%	2 11.8%	8 19.5%	5 16.1%	6 19.4%		
(2) MODERATELY IMPORTANT	73 36.3%	4 28.6%	24 37.5%	24 35.3%	5 29.4%	15 36.6%	12 38.7%	9 29.0%	8 32.0%	
(1) NOT IMPORTANT	62 30.8%	5 35.7%	16 25.0%	23 33.8%	9 52.9%	15 36.6%	11 35.5%	12 38.7%	10 40.0%	
NEED MORE INFORMATION	26 12.9%	1 7.1%	9 14.1%	10 14.7%	1 5.9%	3 7.3%	3 9.7%	4 12.9%	7 28.0%	1 100.0%
NO ANSWER	11	1	5	3		1	1	1	1	
BASE	175	13	55	58	16	38	28	27	18	
MEAN	1.87	1.92	1.98	1.79	1.56	1.82	1.79	1.78	1.44	
SIGMA	212 99.9%	15 100.0%	69 100.0%	71 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

LABOR ISSUES:

Q.36 INDICATE YOUR INTEREST IN THIS PARTICULAR ISSUE:

D. CHILD CARE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	202 100.0%	14 100.0%	64 100.0%	68 100.0%	17 100.0%	41 100.0%	31 100.0%	31 100.0%	26 100.0%	1 100.0%
(3) VERY IMPORTANT	39 19.3%	2 14.3%	14 21.9%	11 16.2%	4 23.5%	10 24.4%	8 25.8%	4 12.9%	8 30.8%	
(2) MODERATELY IMPORTANT	81 40.1%	4 28.6%	26 40.6%	27 39.7%	5 29.4%	16 39.0%	11 35.5%	12 38.7%	10 38.5%	
(1) NOT IMPORTANT	59 29.2%	8 57.1%	17 26.6%	25 36.8%	5 29.4%	11 26.8%	8 25.8%	12 38.7%	5 19.2%	1 100.0%
NEED MORE INFORMATION	23 11.4%		7 10.9%	5 7.4%	3 17.6%	4 9.8%	4 12.9%	3 9.7%	3 11.5%	
NO ANSWER	10	1	5	3		1	1	1		
BASE	179	14	57	63	14	37	27	28	23	1
MEAN	1.89	1.57	1.95	1.78	1.93	1.97	2.00	1.71	2.13	1.00
SIGMA	212 100.0%	15 100.0%	69 100.0%	71 100.1%	17 99.9%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%

LABOR ISSUES:

Q.37 DO YOU PROVIDE EMPLOYEES WITH EXTENDED UNPAID MEDICAL LEAVE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	208	14	68	70	17	41	31	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	144	8	46	49	9	21	22	22	18	1
	69.2%	57.1%	67.6%	70.0%	52.9%	51.2%	71.0%	68.8%	69.2%	100.0%
NO	64	6	22	21	8	20	9	10	8	
	30.8%	42.9%	32.4%	30.0%	47.1%	48.8%	29.0%	31.3%	30.8%	
NO ANSWER	4	1	1	1		1	1			
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%

LABOR ISSUES:

Q.38 DO YOU PROVIDE EMPLOYEES WITH UNPAID FAMILY LEAVE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	205	14	68	68	17	41	31	32	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	127	7	42	39	13	23	22	19	16	1
	62.0%	50.0%	61.8%	57.4%	76.5%	56.1%	71.0%	59.4%	64.0%	100.0%
NO	78	7	26	29	4	18	9	13	9	
	38.0%	50.0%	38.2%	42.6%	23.5%	43.9%	29.0%	40.6%	36.0%	
NO ANSWER	7	1	1	3		1	1		1	
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

LABOR ISSUES:

Q.39 COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR FAMILY PLAN

	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	178 100.0%	12 100.0%	57 100.0%	62 100.0%	11 100.0%	31 100.0%	22 100.0%	28 100.0%	20 100.0%	1 100.0%
NONE/0%	20 11.2%	2 16.7%	6 10.5%	7 11.3%	1 9.1%	4 12.9%	5 22.7%	1 3.6%	3 15.0%	
LESS THAN 50%	13 7.3%		2 3.5%	6 9.7%		4 12.9%	1 4.5%	3 10.7%	2 10.0%	
50%	23 12.9%		7 12.3%	8 12.9%		3 9.7%	2 9.1%	3 10.7%	3 15.0%	1 100.0%
55%	1 .6%				1 9.1%			1 3.6%		
60%	7 3.9%		2 3.5%	4 6.5%		1 3.2%				
67% (TWO THIRDS)	1 .6%					1 3.2%				
70%	9 5.1%		1 1.8%	5 8.1%	1 9.1%	2 6.5%	1 4.5%	2 7.1%		
75%	14 7.9%	2 16.7%	5 8.8%	5 8.1%	1 9.1%		3 13.6%	5 17.9%	1 5.0%	
80%	14 7.9%	3 25.0%	3 5.3%	5 8.1%		2 6.5%	2 9.1%	4 14.3%	2 10.0%	
85%	4 2.2%		2 3.5%	1 1.6%	1 9.1%		1 4.5%			
90%	14 7.9%	1 8.3%	3 5.3%	7 11.3%	1 9.1%	2 6.5%	1 4.5%	2 7.1%		
93%	1 .6%		1 1.8%			1 3.2%		1 3.6%	1 5.0%	
94%	1 .6%			1 1.6%						

(CONTINUED...)

LABOR ISSUES:

Q.39 COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR FAMILY PLAN

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
95%		5 2.8%		3 5.3%					1 3.6%	1 5.0%	
100%		51 28.7%	4 33.3%	22 38.6%	13 21.0%	5 45.5%	11 35.5%	6 27.3%	5 17.9%	7 35.0%	
NO ANSWER		34	3	12	9	6	11	10	4	6	
	BASE	178	12	57	62	11	31	22	28	20	1
	MEAN	68.01	73.33	73.72	64.60	79.55	65.97	61.36	69.64	65.90	50.00
SIGMA		212 100.2%	15 100.0%	69 100.2%	71 100.2%	17 100.1%	42 100.1%	32 99.8%	32 100.1%	26 100.0%	1 100.0%

LABOR ISSUES:

Q.39 COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR INDIVIDUAL PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	177 100.0%	12 100.0%	57 100.0%	64 100.0%	13 100.0%	30 100.0%	22 100.0%	28 100.0%	18 100.0%	1 100.0%
NONE/0%	6 3.4%		3 5.3%	1 1.6%		1 3.3%	2 9.1%	1 3.6%	1 5.6%	
LESS THAN 50%	10 5.6%		2 3.5%	5 7.8%		2 6.7%		2 7.1%	1 5.6%	
50%	14 7.9%		6 10.5%	6 9.4%	1 7.7%	3 10.0%		2 7.1%	2 11.1%	
60%	4 2.3%		1 1.8%	2 3.1%		2 6.7%				
70%	6 3.4%		1 1.8%	4 6.3%				2 7.1%		
75%	11 6.2%	1 8.3%	2 3.5%	6 9.4%	1 7.7%	1 3.3%	1 4.5%	5 17.9%	1 5.6%	
80%	12 6.8%	2 16.7%	2 3.5%	4 6.3%	1 7.7%	2 6.7%	1 4.5%	4 14.3%	2 11.1%	
85%	3 1.7%		1 1.8%	1 1.6%	1 7.7%		1 4.5%			
90%	13 7.3%	2 16.7%	4 7.0%	6 9.4%		2 6.7%	1 4.5%		1 5.6%	
93%	1 .6%		1 1.8%			1 3.3%		1 3.6%	1 5.6%	
94%	1 .6%			1 1.6%						
95%	6 3.4%		3 5.3%	2 3.1%				2 7.1%		
100%	90 50.8%	7 58.3%	31 54.4%	26 40.6%	9 69.2%	16 53.3%	16 72.7%	9 32.1%	9 50.0%	1 100.0%

(CONTINUED ...)

LABOR ISSUES:

Q.39 COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR INDIVIDUAL PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM									
		TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
NO ANSWER		35	3	12	7	4	12	10	4	8	
	BASE	177	12	57	64	13	30	22	28	18	1
	MEAN	81.82	92.92	82.53	78.94	91.54	80.77	87.73	75.89	79.61	100.00
SIGMA		212	15	69	71	17	42	32	32	26	1
		100.0%	100.0%	100.2%	100.2%	100.0%	100.0%	99.8%	99.9%	100.2%	100.0%

PAPERWORK:

Q.40 WHAT HAS BEEN YOUR COMPANY'S RECENT EXPERIENCE REGARDING THE AMOUNT OF TIME AND EFFORT SPENT ON COMPLIANCE WITH REGULATIONS AND PAPERWORK

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	205 100.0%	14 100.0%	67 100.0%	67 100.0%	17 100.0%	41 100.0%	31 100.0%	32 100.0%	26 100.0%	1 100.0%
SIGNIFICANT DECREASE	15 7.3%		4 6.0%	7 10.4%		2 4.9%	2 6.5%	2 6.3%	1 3.8%	
MODERATE DECREASE	15 7.3%	1 7.1%	4 6.0%	7 10.4%	1 5.9%	3 7.3%	1 3.2%	5 15.6%	3 11.5%	
NO CHANGE	31 15.1%	1 7.1%	13 19.4%	9 13.4%	5 29.4%	10 24.4%	3 9.7%	7 21.9%	6 23.1%	
SIGNIFICANT INCREASE	68 33.2%	7 50.0%	15 22.4%	26 38.8%	5 29.4%	14 34.1%	13 41.9%	8 25.0%	6 23.1%	
MODERATE INCREASE	76 37.1%	5 35.7%	31 46.3%	18 26.9%	6 35.3%	12 29.3%	12 38.7%	10 31.3%	10 38.5%	1 100.0%
NO ANSWER	7	1	2	4		1	1			
SIGMA	212 100.0%	15 99.9%	69 100.1%	71 99.9%	17 100.0%	42 100.0%	32 100.0%	32 100.1%	26 100.0%	1 100.0%

PAPERWORK:

Q.41 IF YOUR COMPANY HAS EXPERIENCED AN INCREASE IN PAPERWORK, WHICH AGENCIES ARE RESPONSIBLE FOR THE INCREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUNDRIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	167 100.0%	14 100.0%	54 100.0%	53 100.0%	11 100.0%	30 100.0%	26 100.0%	25 100.0%	20 100.0%	1 100.0%
IRS	84 50.3%	8 57.1%	28 51.9%	28 52.8%	5 45.5%	16 53.3%	10 38.5%	13 52.0%	12 60.0%	
OSHA	99 59.3%	6 42.9%	32 59.3%	26 49.1%	8 72.7%	23 76.7%	18 69.2%	12 48.0%	13 65.0%	1 100.0%
EPA	121 72.5%	10 71.4%	35 64.8%	39 73.6%	7 63.6%	19 63.3%	18 69.2%	19 76.0%	12 60.0%	
TRANSPORTATION	28 16.8%	4 28.6%	10 18.5%	4 7.5%	5 45.5%	6 20.0%	7 26.9%	7 28.0%	5 25.0%	1 100.0%
COMMERCE	15 9.0%	1 7.1%	6 11.1%	6 11.3%		1 3.3%		2 8.0%		1 100.0%
OTHER	23 13.8%		9 16.7%	11 20.8%	1 9.1%	2 6.7%	2 7.7%	2 8.0%	3 15.0%	
NO ANSWER	45	1	15	18	6	12	6	7	6	
SIGMA	415 221.7%	30 207.1%	135 222.3%	132 215.1%	32 236.4%	79 223.3%	61 211.5%	62 220.0%	51 225.0%	3 300.0%

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

TAX POLICY ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	203 100.0%	15 100.0%	65 100.0%	66 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%
MOST IMPORTANT="7"										
(7)	64 31.5%	3 20.0%	20 30.8%	21 31.8%	7 41.2%	13 31.0%	11 34.4%	9 28.1%	9 34.6%	
(6)	39 19.2%	6 40.0%	17 26.2%	14 21.2%	2 11.8%	7 16.7%	4 12.5%	6 18.8%	4 15.4%	
(5)	40 19.7%	3 20.0%	13 20.0%	14 21.2%	3 17.6%	10 23.8%	6 18.8%	5 15.6%	4 15.4%	
(4)	34 16.7%	1 6.7%	7 10.8%	9 13.6%	2 11.8%	8 19.0%	7 21.9%	8 25.0%	4 15.4%	1 100.0%
(3)	15 7.4%	1 6.7%	3 4.6%	5 7.6%	3 17.6%	2 4.8%	3 9.4%	3 9.4%	4 15.4%	
(2)	5 2.5%	1 6.7%	1 1.5%	2 3.0%		1 2.4%	1 3.1%			
(1)	6 3.0%		4 6.2%	1 1.5%		1 2.4%		1 3.1%	1 3.8%	
LEAST IMPORTANT="1"										
NO ANSWER	9		4	5						
BASE	203	15	65	66	17	42	32	32	26	1
MEAN	5.32	5.40	5.39	5.41	5.47	5.33	5.31	5.19	5.23	4.00

(CONTINUED...)

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

TAX POLICY ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.1%	100.1%	99.9%	100.0%	100.1%	100.1%	100.0%	100.0%	100.0%

ISSUE PRIORITY:

G.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

ENVIRONMENTAL ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	201	15	64	65	17	42	32	31	26	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT="7"										
(7)	39	4	13	6	4	7	6	11	4	
	19.4%	26.7%	20.3%	9.2%	23.5%	16.7%	18.8%	35.5%	15.4%	
(6)	44	3	13	13	4	11	4	7	8	1
	21.9%	20.0%	20.3%	20.0%	23.5%	26.2%	12.5%	22.6%	30.8%	100.0%
(5)	34	2	12	12	2	7	7	2	2	
	16.9%	13.3%	18.8%	18.5%	11.8%	16.7%	21.9%	6.5%	7.7%	
(4)	31	2	12	10	1	4	7	1	3	
	15.4%	13.3%	18.8%	15.4%	5.9%	9.5%	21.9%	3.2%	11.5%	
(3)	20	2	4	7	1	6	5	6	4	
	10.0%	13.3%	6.3%	10.8%	5.9%	14.3%	15.6%	19.4%	15.4%	
(2)	18		5	11	2	3	2	3	4	
	9.0%		7.8%	16.9%	11.8%	7.1%	6.3%	9.7%	15.4%	
(1)	15	2	5	6	3	4	1	1	1	
	7.5%	13.3%	7.8%	9.2%	17.6%	9.5%	3.1%	3.2%	3.8%	
LEAST IMPORTANT="1"										
NO ANSWER	11		5	6				1		
BASE	201	15	64	65	17	42	32	31	26	1
MEAN	4.69	4.80	4.75	4.14	4.47	4.62	4.66	5.10	4.58	6.00

(CONTINUED...)

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

ENVIRONMENTAL ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB-ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.1%	99.9%	100.1%	100.0%	100.0%	100.0%	100.1%	100.1%	100.0%	100.0%

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

INTERNATIONAL TRADE ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	199 100.0%	15 100.0%	65 100.0%	63 100.0%	17 100.0%	41 100.0%	32 100.0%	31 100.0%	26 100.0%	1 100.0%
MOST IMPORTANT="7"										
(7)	27 13.6%	1 6.7%	9 13.8%	12 19.0%	1 5.9%	4 9.8%	4 12.5%	3 9.7%	4 15.4%	1 100.0%
(6)	27 13.6%	1 6.7%	11 16.9%	10 15.9%		5 12.2%	5 15.6%	3 9.7%	1 3.8%	
(5)	25 12.6%	1 6.7%	7 10.8%	11 17.5%	3 17.6%	5 12.2%	1 3.1%	2 6.5%	6 23.1%	
(4)	27 13.6%	1 6.7%	9 13.8%	8 12.7%	3 17.6%	7 17.1%	3 9.4%	3 9.7%	2 7.7%	
(3)	27 13.6%	2 13.3%	10 15.4%	9 14.3%	2 11.8%	5 12.2%	3 9.4%	6 19.4%	4 15.4%	
(2)	37 18.6%	5 33.3%	11 16.9%	8 12.7%	6 35.3%	12 29.3%	8 25.0%	7 22.6%	7 26.9%	
(1)	29 14.6%	4 26.7%	8 12.3%	5 7.9%	2 11.8%	3 7.3%	8 25.0%	7 22.6%	2 7.7%	
LEAST IMPORTANT="1"										
NO ANSWER	13		4	8		1		1		
BASE	199	15	65	63	17	41	32	31	26	1
MEAN	3.86	2.80	4.00	4.43	3.18	3.73	3.38	3.23	3.85	7.00

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

(CONTINUED...)

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

INTERNATIONAL TRADE ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.2%	100.1%	99.9%	100.0%	100.0%	100.1%	100.0%	100.2%	100.0%	100.0%

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

PATENT/TRADEMARK/COPYRIGHT ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	199 100.0%	15 100.0%	64 100.0%	64 100.0%	16 100.0%	40 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%
MOST IMPORTANT="7"										
(7)	7 3.5%		2 3.1%	4 6.3%	1 6.3%	1 2.5%		1 3.1%	1 3.8%	
(6)	15 7.5%	1 6.7%	3 4.7%	9 14.1%	2 12.5%	1 2.5%	3 9.4%	1 3.1%	2 7.7%	
(5)	13 6.5%	1 6.7%	2 3.1%	3 4.7%	1 6.3%	2 5.0%	3 9.4%	6 18.8%	4 15.4%	1 100.0%
(4)	13 6.5%		5 7.8%	4 6.3%	3 18.8%	5 12.5%	1 3.1%	3 9.4%	2 7.7%	
(3)	39 19.6%	4 26.7%	16 25.0%	10 15.6%		8 20.0%	6 18.8%	3 9.4%	6 23.1%	
(2)	54 27.1%	3 20.0%	19 29.7%	18 28.1%	4 25.0%	8 20.0%	11 34.4%	9 28.1%	1 3.8%	
(1)	58 29.1%	6 40.0%	17 26.6%	16 25.0%	5 31.3%	15 37.5%	8 25.0%	9 28.1%	10 38.5%	
LEAST IMPORTANT="1"										
NO ANSWER	13		5	7	1	2				
BASE	199	15	64	64	16	40	32	32	26	1
MEAN	2.71	2.33	2.58	3.05	3.06	2.45	2.66	2.84	2.96	5.00

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

(CONTINUED...)

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

PATENT/TRADEMARK/COPYRIGHT ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB-ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
SIGMA	212	15	69	71	17	42	32	32	26	1
	99.8%	100.1%	100.0%	100.1%	100.2%	100.0%	100.1%	100.0%	100.0%	100.0%

ISSUE PRIORITY

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

PRODUCT LIABILITY ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	205 100.0%	15 100.0%	66 100.0%	67 100.0%	17 100.0%	42 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%
MOST IMPORTANT="7"										
(7)	39 19.0%	5 33.3%	14 21.2%	13 19.4%	2 11.8%	9 21.4%	6 18.8%	4 12.5%	7 26.9%	
(6)	38 18.5%	2 13.3%	10 15.2%	9 13.4%	7 41.2%	8 19.0%	7 21.9%	11 34.4%	4 15.4%	
(5)	38 18.5%		13 19.7%	11 16.4%	4 23.5%	9 21.4%	7 21.9%	9 28.1%	5 19.2%	
(4)	33 16.1%	4 26.7%	11 16.7%	12 17.9%	2 11.8%	6 14.3%	5 15.6%	1 3.1%	5 19.2%	
(3)	27 13.2%	1 6.7%	11 16.7%	8 11.9%	1 5.9%	5 11.9%	3 9.4%	3 9.4%	2 7.7%	1 100.0%
(2)	24 11.7%	3 20.0%	6 9.1%	10 14.9%	1 5.9%	4 9.5%	3 9.4%	4 12.5%	3 11.5%	
(1)	6 2.9%		1 1.5%	4 6.0%		1 2.4%	1 3.1%			
LEAST IMPORTANT="1"										
NO ANSWER	7		3	4						
BASE	205	15	66	67	17	42	32	32	26	1
MEAN	4.67	4.80	4.74	4.42	5.24	4.86	4.84	5.00	5.00	3.00

(CONTINUED...)

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

PRODUCT LIABILITY ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
SIGMA	212	15	69	71	17	42	32	32	26	1
	99.9%	100.0%	100.1%	99.9%	100.1%	99.9%	100.1%	100.0%	99.9%	100.0%

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

LABOR ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	200 100.0%	15 100.0%	64 100.0%	65 100.0%	17 100.0%	41 100.0%	32 100.0%	32 100.0%	26 100.0%	1 100.0%
MOST IMPORTANT="7"										
(7)	25 12.5%	1 6.7%	8 12.5%	10 15.4%	2 11.8%	6 14.6%	3 9.4%	3 9.4%	1 3.8%	
(6)	32 16.0%	1 6.7%	10 15.6%	10 15.4%	1 5.9%	7 17.1%	5 15.6%	4 12.5%	6 23.1%	
(5)	42 21.0%	7 46.7%	13 20.3%	12 18.5%	3 17.6%	8 19.5%	4 12.5%	8 25.0%	4 15.4%	
(4)	42 21.0%	3 20.0%	15 23.4%	11 16.9%	6 35.3%	10 24.4%	5 15.6%	12 37.5%	6 23.1%	
(3)	28 14.0%	1 6.7%	10 15.6%	10 15.4%	3 17.6%	7 17.1%	7 21.9%	1 3.1%	3 11.5%	
(2)	19 9.5%		4 6.3%	8 12.3%	1 5.9%	1 2.4%	3 9.4%	4 12.5%	3 11.5%	1 100.0%
(1)	12 6.0%	2 13.3%	4 6.3%	4 6.2%	1 5.9%	2 4.9%	5 15.6%		3 11.5%	
LEAST IMPORTANT="1"										
NO ANSWER	12		5	6		1				
BASE	200	15	64	65	17	41	32	32	26	1
MEAN	4.40	4.33	4.42	4.37	4.18	4.61	3.84	4.50	4.04	2.00

(CONTINUED...)

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

LABOR ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
SIGMA	212	15	69	71	17	42	32	32	26	1
	100.0%	100.1%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

PAPERWORK ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	198	15	65	63	17	41	32	31	25	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT="7"										
(7)	4	1		1		2	2	1		
	2.0%	6.7%		1.6%		4.9%	6.3%	3.2%		
(6)	9	1	2	1	1	3	4		1	
	4.5%	6.7%	3.1%	1.6%	5.9%	7.3%	12.5%		4.0%	
(5)	11	1	5	3	1	1	4		1	
	5.6%	6.7%	7.7%	4.8%	5.9%	2.4%	12.5%		4.0%	
(4)	19	4	5	11		1	4	4	3	
	9.6%	26.7%	7.7%	17.5%		2.4%	12.5%	12.9%	12.0%	
(3)	43	4	10	15	7	8	5	9	3	
	21.7%	26.7%	15.4%	23.8%	41.2%	19.5%	15.6%	29.0%	12.0%	
(2)	41	3	18	6	3	12	4	4	8	
	20.7%	20.0%	27.7%	9.5%	17.6%	29.3%	12.5%	12.9%	32.0%	
(1)	71	1	25	26	5	14	9	13	9	1
	35.9%	6.7%	38.5%	41.3%	29.4%	34.1%	28.1%	41.9%	36.0%	100.0%
LEAST IMPORTANT="1"										
NO ANSWER	14		4	8		1		1	1	
BASE	198	15	65	63	17	41	32	31	25	1
MEAN	2.50	3.53	2.28	2.46	2.53	2.51	3.31	2.29	2.28	1.00

(CONTINUED)

ISSUE PRIORITY:

Q.42 RANKING THE IMPORTANCE OF THIS ISSUE IN TERMS OF ITS BEING CRITICAL TO YOUR BUSINESS IN 1990:

PAPERWORK ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
SIGMA	212	15	69	71	17	42	52	32	26	1
	100.0%	100.2%	100.1%	100.1%	100.0%	99.9%	100.0%	99.9%	100.0%	100.0%

A1800-1.24

1990 GOVERNMENT RELATIONS SURVEY

ASSOCIATE MEMBERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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TABLE 19 Q.7 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: C. Quality of imports

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TABLE 21 Q.7 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: E. Consumer acceptance of imports

TABLE 22 Q.7 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: F. Unfair foreign trade practices

TABLE 23 Q.7 - Assessment of reasons for import penetration in the domestic consumer hardlines industry: G. Customers' lack of understanding of total procurement costs (Domestic vs. Imports)

TABLE 24 Q.8 - Assessment of interest in the following labor issue: A. Mandatory health insurance

TABLE 25 Q.8 - Assessment of interest in the following labor issue: B. Parental and medical leave

TABLE 26 Q.9 - Whether firm provides employees with extended unpaid medical leave

TABLE 27 Q.10 - Whether firm provides employees with unpaid family leave

TABLE 28 Q.11 - Company's monthly contribution to each employee's health care insurance for family plan

TABLE 29 Q.11 - Company's monthly contribution to each employee's health care insurance for individual plan

TABLE 30 Q.12 - Company's recent experience regarding the amount of time and effort spent on compliance with regulations and paperwork

TABLE 31 Q.13 - If company has experienced an increase in paperwork, which agencies are responsible for the increase

1990 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS REPRESENTATIVES

1. Product line(s) represented:

27.0	Building Materials	45.2	Lawn & Garden
80.0	Hardware	50.4	Plumbing & Electrical
70.4	Hand & Power Tools	41.7	Paint & Sundries
13.0	Automotive, Toys & Sport	12.2	Housewares

2. Please enter your forecast for 1990 for the following economic indices (on a 12-month average basis) by percentage:

4.7 %	Inflation	2.9 %	Gross national product
5.8 %	Unemployment	9.2 %	Prime interest rate

3. Compared to 1985, do you believe your company's tax liability has:

80.9 Increased

7.8 Decreased

11.3 No change

4. Given a second opportunity, would you now recommend enactment of the Tax Reform Act of 1986?

33.0 Yes 67.0 No

5. Please rank the following issues in their order of importance to you (Number 1-most important, Number 8-least important — use each number only once):

5 Restore investment tax credit

2 Alter rules for deductions related to use of a car

4 Restore capital gains rate differential

7 Eliminate current alternative minimum tax

1 Permit full deduction of health insurance coverage for self-employed, partners and S Corporation shareholders

6 Payroll Tax simplification

8 Repeal estate tax freeze prohibition (Section 2036(c))

3 Restore IRA deduction

6. What effect have imports had on your company's sales in 1989?

36.8 A significant impact

52.6 A minor but growing impact

10.5 No impact at all

7. Assess the reasons for import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	75.4	21.9	2.6
b. Value of U.S. dollar	49.6	49.6	.9
c. Quality of imports	46.0	49.6	4.4
d. Non-competitive U.S. labor costs	69.0	28.3	2.7
e. Consumer acceptance of imports	58.8	36.8	4.4
f. Unfair foreign trade practices	63.1	31.5	5.4
g. Customers lack of understanding of total procurement costs (domestic vs. imports)	29.7	49.5	20.7

8. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1990. Please indicate your interest in the following issues by placing a check by the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

	#1	#2	#3	#4
a) Mandatory health insurance	54.0	28.3	13.3	4.4
b) Parental and medical leave	21.8	33.6	32.7	11.8

9. Do you provide employees with extended unpaid medical leave?

34.6 Yes 65.4 No

10. Do you provide employees with unpaid family leave (e.g. birth, adoption or serious illness of child)?

32.4 Yes 67.6 No

11. Company's monthly contribution to each employee's health care insurance for:

Family plan 60.3%

Individual plan 65.4%

12. What has been your company's recent experience (e.g. last two years) regarding the amount of time and effort spent on compliance with regulations and paperwork?

1.7 Significant decrease	33.0 Significant increase
2.6 Moderate decrease	46.1 Moderate increase
16.5 No change	

13. If your company has experienced an increase, identify those agencies which are responsible for the increase.

88.0 IRS	12.0 Transportation
14.1 OSHA	13.0 Commerce
16.3 EPA	19.6 Other

Q.1- PRODUCT LINES REPRESENTED

	TOTAL	PRODUCT LINE(S) REPRESENTED							
		BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	115 100.0%	31 100.0%	92 100.0%	81 100.0%	15 100.0%	52 100.0%	58 100.0%	48 100.0%	14 100.0%	
HARDWARE	92 80.0%	28 90.3%	92 100.0%	65 80.2%	13 86.7%	47 90.4%	45 77.6%	39 81.3%	13 92.9%	
HAND & POWER TOOLS	81 70.4%	19 61.3%	65 70.7%	81 100.0%	8 53.3%	36 69.2%	40 69.0%	37 77.1%	10 71.4%	
PLUMBING & ELECTRICAL	58 50.4%	21 67.7%	45 48.9%	40 49.4%	9 60.0%	27 51.9%	58 100.0%	33 68.8%	11 78.6%	
LAWN & GARDEN	52 45.2%	16 51.6%	47 51.1%	36 44.4%	10 66.7%	52 100.0%	27 46.6%	26 54.2%	8 57.1%	
PAINT & SUNDRIES	48 41.7%	18 58.1%	39 42.4%	37 45.7%	11 73.3%	26 50.0%	33 56.9%	48 100.0%	10 71.4%	
BUILDING MATERIALS	31 27.0%	31 100.0%	28 30.4%	19 23.5%	6 40.0%	16 30.8%	21 36.2%	18 37.5%	7 50.0%	
AUTOMOTIVE, TOYS & SPORTS	15 13.0%	6 19.4%	13 14.1%	8 9.9%	15 100.0%	10 19.2%	9 15.5%	11 22.9%	4 28.6%	
HOUSEWARES	14 12.2%	7 22.6%	13 14.1%	10 12.3%	4 26.7%	8 15.4%	11 19.0%	10 20.8%	14 100.0%	
SIGMA	391 339.9%	146 471.0%	342 371.7%	296 365.4%	76 506.7%	222 426.9%	244 420.8%	222 462.6%	77 550.0%	

Q.2 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE-MONTH AVERAGE BASIS)

PERCENTAGE OF INFLATION

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	105 100.0%	29 100.0%	84 100.0%	75 100.0%	13 100.0%	49 100.0%	53 100.0%	48 100.0%	13 100.0%	
1.4%	1 1.0%	1 3.4%	1 1.2%	1 1.3%		1 2.0%	1 1.9%	1 2.1%	1 7.7%	
2.0%	4 3.8%		3 3.6%	2 2.7%	1 7.7%	2 4.1%	2 3.8%	3 6.3%		
3.0%	8 7.6%	1 3.4%	7 8.3%	6 8.0%	1 7.7%	4 8.2%	3 5.7%	3 6.3%	1 7.7%	
3.5%	3 2.9%	1 3.4%	3 3.6%	2 2.7%	1 7.7%	2 4.1%	3 5.7%	1 2.1%	1 7.7%	
4.0%	20 19.0%	6 20.7%	19 22.6%	14 18.7%	3 23.1%	8 16.3%	10 18.9%	10 20.8%	1 7.7%	
4.5%	8 7.6%	3 10.3%	7 8.3%	6 8.0%		3 6.1%	4 7.5%	4 8.3%	1 7.7%	
5.0%	32 30.5%	7 24.1%	23 27.4%	23 30.7%	4 30.8%	20 40.8%	17 32.1%	11 22.9%	5 38.5%	
5.3%	2 1.9%	1 3.4%	1 1.2%	1 1.3%	1 7.7%		1 1.9%	1 2.1%	1 7.7%	
5.4%	1 1.0%	1 3.4%	1 1.2%			1 2.0%				
5.5%	4 3.8%	2 6.9%	4 4.8%	3 4.0%		1 2.0%	2 3.8%	4 8.3%		
5.6%	1 1.0%		1 1.2%	1 1.3%		1 2.0%	1 1.9%	1 2.1%		
5.8%	1 1.0%		1 1.2%	1 1.3%						
6.0%	12 11.4%	3 10.3%	7 8.3%	8 10.7%	2 15.4%	4 8.2%	6 11.3%	4 8.3%	1 7.7%	

(CONTINUED...)

1990 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS REPRESENTATIVES
TABLE 2-1

Q.2 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF INFLATION

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
6.5%	3 2.9%	1 3.4%	2 2.4%	2 2.7%		1 2.0%	2 3.8%	2 4.2%	1 7.7%	
7.0%	5 4.8%	2 6.9%	4 4.8%	5 6.7%		1 2.0%	1 1.9%	3 6.3%		
NO ANSWER	10	2	8	6	2	3	5		1	
BASE	105	29	84	75	13	49	53	48	13	
MEAN	4.72	4.85	4.63	4.77	4.45	4.57	4.64	4.66	4.55	
SIGMA	115 100.2%	31 99.6%	92 100.1%	81 100.1%	15 100.1%	52 99.8%	58 100.2%	48 100.1%	14 100.1%	

Q.2 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF UNEMPLOYMENT

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	97 100.0%	27 100.0%	78 100.0%	70 100.0%	10 100.0%	46 100.0%	48 100.0%	42 100.0%	13 100.0%	
.0%	1 1.0%	1 3.7%	1 1.3%				1 2.1%		1 7.7%	
1.0%	2 2.1%		2 2.6%	1 1.4%		1 2.2%				
3.5%	1 1.0%	1 3.7%	1 1.3%		1 10.0%	1 2.2%				
4.0%	3 3.1%	2 7.4%	3 3.8%	2 2.9%	1 10.0%	3 6.5%	2 4.2%	2 4.8%	3 23.1%	
4.4%	1 1.0%		1 1.3%			1 2.2%	1 2.1%			
4.5%	2 2.1%			2 2.9%						
5.0%	18 18.6%	5 18.5%	16 20.5%	13 18.6%		8 17.4%	11 22.9%	7 16.7%	3 23.1%	
5.1%	1 1.0%	1 3.7%	1 1.3%			1 2.2%	1 2.1%			
5.2%	1 1.0%		1 1.3%	1 1.4%						
5.5%	6 6.2%		5 6.4%	4 5.7%		1 2.2%	2 4.2%			
5.6%	3 3.1%	2 7.4%	2 2.6%	2 2.9%	1 10.0%	1 2.2%	2 4.2%	3 7.1%	1 7.7%	
5.8%	3 3.1%	2 7.4%	2 2.6%	2 2.9%		1 2.2%		1 2.4%		
5.9%	1 1.0%		1 1.3%	1 1.4%		1 2.2%		1 2.4%		

(CONTINUED...)

Q.2 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE-MONTH AVERAGE BASIS)

PERCENTAGE OF UNEMPLOYMENT

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
6.0%	29 29.9%	9 33.3%	22 28.2%	23 32.9%	2 20.0%	13 28.3%	15 31.3%	18 42.9%	3 23.1%	
6.1%	1 1.0%	1 3.7%	1 1.3%	1 1.4%			1 2.1%			
6.2%	1 1.0%		1 1.3%			1 2.2%	1 2.1%			
6.3%	1 1.0%						1 2.1%			
6.5%	1 1.0%		1 1.3%	1 1.4%	1 10.0%	1 2.2%	1 2.1%	1 2.4%		
6.8%	3 3.1%		3 3.8%	3 4.3%		3 6.5%	1 2.1%	1 2.4%		
7.0%	10 10.3%	2 7.4%	7 9.0%	7 10.0%	1 10.0%	7 15.2%	4 8.3%	5 11.9%	1 7.7%	
7.5%	1 1.0%		1 1.3%	1 1.4%						
8.0%	3 3.1%	1 3.7%	3 3.8%	3 4.3%	2 20.0%	2 4.3%	2 4.2%	2 4.8%	1 7.7%	
8.5%	1 1.0%		1 1.3%	1 1.4%						
9.0%	1 1.0%		1 1.3%	1 1.4%			1 2.1%	1 2.4%		
9.7%	1 1.0%		1 1.3%		1 10.0%					
10.0%	1 1.0%			1 1.4%			1 2.1%			
NO ANSWER	18	4	14	11	5	6	10	6	1	

(CONTINUED...)

Q.2 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE-MONTH AVERAGE BASIS)

PERCENTAGE OF UNEMPLOYMENT

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
BASE	97	27	78	70	10	46	48	42	13	
MEAN	5.80	5.43	5.74	5.97	6.43	5.76	5.83	6.02	5.05	
SIGMA	115	31	92	81	15	52	58	48	14	
	99.7%	99.9%	100.2%	100.0%	100.0%	100.2%	100.3%	100.2%	100.1%	

Q.2 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF GROSS NATIONAL PRODUCT

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	64 100.0%	15 100.0%	51 100.0%	47 100.0%	7 100.0%	32 100.0%	33 100.0%	29 100.0%	11 100.0%	
.5%	1 1.6%			1 2.1%		1 3.1%	1 3.0%	1 3.4%		
1.0%	5 7.8%	1 6.7%	3 5.9%	3 6.4%	1 14.3%	3 9.4%	2 6.1%	2 6.9%		
1.2%	1 1.6%	1 6.7%	1 2.0%				1 3.0%		1 9.1%	
1.3%	1 1.6%						1 3.0%			
1.4%	1 1.6%		1 2.0%	1 2.1%						
1.5%	1 1.6%		1 2.0%	1 2.1%		1 3.1%		1 3.4%		
2.0%	23 35.9%	5 33.3%	20 39.2%	17 36.2%	1 14.3%	8 25.0%	9 27.3%	10 34.5%	5 45.5%	
2.4%	2 3.1%		1 2.0%	2 4.3%			1 3.0%			
2.5%	4 6.3%	1 6.7%	4 7.8%	3 6.4%	1 14.3%	4 12.5%	2 6.1%	2 6.9%		
3.0%	11 17.2%	4 26.7%	9 17.6%	9 19.1%	2 28.6%	7 21.9%	6 18.2%	7 24.1%	3 27.3%	
3.5%	3 4.7%	1 6.7%	3 5.9%	2 4.3%		2 6.3%	1 3.0%	1 3.4%	1 9.1%	
4.0%	1 1.6%		1 2.0%	1 2.1%	1 14.3%	1 3.1%	1 3.0%	1 3.4%		
4.5%	2 3.1%		2 3.9%	1 2.1%		1 3.1%	2 6.1%			

(CONTINUED...)

Q.2 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE-MONTH AVERAGE BASIS)

PERCENTAGE OF GROSS NATIONAL PRODUCT

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
5.0%	4 6.3%	2 13.3%	3 5.9%	4 8.5%	1 14.3%	2 6.3%	3 9.1%	3 10.3%	1 9.1%	
5.2%	1 1.6%		1 2.0%	1 2.1%		1 3.1%	1 3.0%	1 3.4%		
8.0%	1 1.6%			1 2.1%						
10.0%	2 3.1%		1 2.0%			1 3.1%	2 6.1%			
NO ANSWER	51	16	41	34	8	20	25	19	3	
BASE	65	15	52	47	7	33	34	29	11	
MEAN	2.86	2.68	2.78	2.73	2.93	2.94	3.22	2.68	2.61	
SIGMA	115 100.3%	31 100.1%	92 100.2%	81 99.9%	15 100.1%	52 100.0%	58 100.0%	48 99.7%	14 100.1%	

Q.2- FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE-MONTH AVERAGE BASIS)

PERCENTAGE OF PRIME INTEREST RATE

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATER-IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	95 100.0%	27 100.0%	76 100.0%	68 100.0%	11 100.0%	45 100.0%	49 100.0%	43 100.0%	13 100.0%	
.0%	1 1.1%	1 3.7%	1 1.3%				1 2.0%		1 7.7%	
.3%	1 1.1%	1 3.7%	1 1.3%	1 1.5%	1 9.1%	1 2.2%	1 2.0%	1 2.3%	1 7.7%	
.5%	1 1.1%	1 3.7%	1 1.3%	1 1.5%		1 2.2%	1 2.0%	1 2.3%	1 7.7%	
1.0%	1 1.1%		1 1.3%	1 1.5%		1 2.2%				
2.0%	1 1.1%						1 2.0%			
7.0%	1 1.1%		1 1.3%				1 2.0%	1 2.3%		
7.5%	1 1.1%			1 1.5%			1 2.0%			
7.8%	1 1.1%			1 1.5%						
8.0%	1 1.1%	1 3.7%	1 1.3%	1 1.5%		1 2.2%	1 2.0%	1 2.3%	1 7.7%	
8.5%	5 5.3%	3 11.1%	5 6.6%	3 4.4%	1 9.1%	4 8.9%	4 8.2%	3 7.0%	1 7.7%	
9.0%	19 20.0%	4 14.8%	15 19.7%	15 22.1%	2 18.2%	7 15.6%	10 20.4%	6 14.0%	4 30.8%	
9.2%	1 1.1%	1 3.7%	1 1.3%	1 1.5%		1 2.2%		1 2.3%		
9.5%	15 15.8%	4 14.8%	13 17.1%	8 11.8%		9 20.0%	10 20.4%	8 18.6%	2 15.4%	

(CONTINUED...)

Q.2 FORECAST FOR 1990 FOR THIS ECONOMIC INDEX:
(BASED UPON A TWELVE MONTH AVERAGE BASIS)

PERCENTAGE OF PRIME INTEREST RATE

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
9.7%	1 1.1%	1 3.7%	1 1.3%			1 2.2%	1 2.0%			
9.8%	4 4.2%	1 3.7%	4 5.3%	3 4.4%	1 9.1%		1 2.0%			
10.0%	25 26.3%	4 14.8%	17 22.4%	19 27.9%		11 24.4%	10 20.4%	10 23.3%	1 7.7%	
10.2%	1 1.1%	1 3.7%	1 1.3%	1 1.5%				1 2.3%		
10.5%	5 5.3%	2 7.4%	4 5.3%	5 7.4%		2 4.4%	2 4.1%	3 7.0%		
10.8%	1 1.1%	1 3.7%			1 9.1%		1 2.0%	1 2.3%	1 7.7%	
11.0%	8 8.4%	1 3.7%	8 10.5%	6 8.8%	4 36.4%	5 11.1%	2 4.1%	5 11.6%		
12.5%	1 1.1%		1 1.3%	1 1.5%	1 9.1%	1 2.2%	1 2.0%	1 2.3%		
NO ANSWER	20	4	16	13	4	7	9	5	1	
BASE	95	27	76	68	11	45	49	43	13	
MEAN	9.18	8.52	9.19	9.29	9.45	9.10	8.78	9.31	7.16	
SIGMA	115 100.7%	31 99.9%	92 99.9%	81 100.3%	15 100.1%	52 99.8%	58 99.6%	48 99.9%	14 100.1%	

Q.3- DO YOU BELIEVE YOUR COMPANY'S TAX LIABILITY HAS INCREASED,DECREASED,OR STAYED UNCHANGED COMPARED TO 1985

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	115 100.0%	31 100.0%	92 100.0%	81 100.0%	15 100.0%	52 100.0%	58 100.0%	48 100.0%	14 100.0%	
INCREASED	93 80.9%	25 80.6%	73 79.3%	64 79.0%	14 93.3%	42 80.8%	45 77.6%	40 83.3%	13 92.9%	
DECREASED	9 7.8%	2 6.5%	8 8.7%	6 7.4%		4 7.7%	4 6.9%	2 4.2%	1 7.1%	
NO CHANGE	13 11.3%	4 12.9%	11 12.0%	11 13.6%	1 6.7%	6 11.5%	9 15.5%	6 12.5%		
SIGMA	115 100.0%	31 100.0%	92 100.0%	81 100.0%	15 100.0%	52 100.0%	58 100.0%	48 100.0%	14 100.0%	

Q.4 GIVEN A SECOND OPPORTUNITY,WOULD YOU NOW RECOMMEND ENACTMENT OF THE TAX REFORM ACT OF 1986

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATER- IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	103	29	81	73	12	45	53	41	13	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
YES	34	8	26	27	3	21	17	15	2	
	33.0%	27.6%	32.1%	37.0%	25.0%	46.7%	32.1%	36.6%	15.4%	
NO	69	21	55	46	9	24	36	26	11	
	67.0%	72.4%	67.9%	63.0%	75.0%	53.3%	67.9%	63.4%	84.6%	
NO ANSWER	12	2	11	8	3	7	5	7	1	
SIGMA	115	31	92	81	15	52	58	48	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE INVESTMENT TAX CREDIT

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	105 100.0%	30 100.0%	86 100.0%	73 100.0%	15 100.0%	47 100.0%	53 100.0%	44 100.0%	13 100.0%	
MOST IMPORTANT="8"										
(8)	10 9.5%	4 13.3%	9 10.5%	6 8.2%	1 6.7%	5 10.6%	7 13.2%	6 13.6%		
(7)	11 10.5%	5 16.7%	10 11.6%	5 6.8%	2 13.3%	5 10.6%	6 11.3%	4 9.1%	2 15.4%	
(6)	16 15.2%	4 13.3%	14 16.3%	12 16.4%	1 6.7%	12 25.5%	7 13.2%	5 11.4%	4 30.8%	
(5)	16 15.2%	3 10.0%	13 15.1%	8 11.0%	4 26.7%	5 10.6%	8 15.1%	6 13.6%	4 30.8%	
(4)	21 20.0%	6 20.0%	15 17.4%	16 21.9%	1 6.7%	7 14.9%	7 13.2%	9 20.5%	1 7.7%	
(3)	14 13.3%	2 6.7%	11 12.8%	13 17.8%	3 20.0%	6 12.8%	8 15.1%	8 18.2%	1 7.7%	
(2)	8 7.6%	2 6.7%	7 8.1%	7 9.6%	2 13.3%	3 6.4%	4 7.5%	3 6.8%		
(1)	9 8.6%	4 13.3%	7 8.1%	6 8.2%	1 6.7%	4 8.5%	6 11.3%	3 6.8%	1 7.7%	
LEAST IMPORTANT="1"										
NO ANSWER	10	1	6	8		5	5	4	1	
BASE	105	30	86	73	15	47	53	44	13	
MEAN	4.61	4.80	4.71	4.36	4.40	4.85	4.64	4.66	5.08	

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

(CONTINUED...)

Q.5- RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE INVESTMENT TAX CREDIT

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
SIGMA	115	31	92	81	15	52	58	48	14	
	99.9%	100.0%	99.9%	99.9%	100.1%	99.9%	99.9%	100.0%	100.1%	

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

ALTER RULES FOR DEDUCTIONS RELATED TO USE OF A CAR

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG/ MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	108 100.0%	31 100.0%	88 100.0%	76 100.0%	15 100.0%	48 100.0%	54 100.0%	44 100.0%	13 100.0%	
MOST IMPORTANT="8"										
(8)	25 23.1%	10 32.3%	21 23.9%	16 21.1%	2 13.3%	10 20.8%	16 29.6%	11 25.0%	6 46.2%	
(7)	27 25.0%	10 32.3%	20 22.7%	19 25.0%	2 13.3%	12 25.0%	16 29.6%	11 25.0%	1 7.7%	
(6)	17 15.7%	3 9.7%	14 15.9%	13 17.1%	4 26.7%	6 12.5%	5 9.3%	8 18.2%	2 15.4%	
(5)	15 13.9%	2 6.5%	13 14.8%	12 15.8%	1 6.7%	9 18.8%	5 9.3%	3 6.8%	1 7.7%	
(4)	11 10.2%	2 6.5%	10 11.4%	9 11.8%	2 13.3%	4 8.3%	5 9.3%	3 6.8%	1 7.7%	
(3)	5 4.6%	1 3.2%	5 5.7%	3 3.9%	2 13.3%	2 4.2%	4 7.4%	4 9.1%	1 7.7%	
(2)	5 4.6%	2 6.5%	4 4.5%	2 2.6%	1 6.7%	4 8.3%	1 1.9%	2 4.5%		
(1)	3 2.8%	1 3.2%	1 1.1%	2 2.6%	1 6.7%	1 2.1%	2 3.7%	2 4.5%	1 7.7%	
LEAST IMPORTANT="1"										
NO ANSWER	7		4	5		4	4	4	1	
BASE	108	31	88	76	15	48	54	44	13	
MEAN	5.91	6.26	5.92	5.92	5.07	5.75	6.13	5.86	6.15	

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

(CONTINUED...)

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

ALTER RULES FOR DEDUCTIONS RELATED TO USE OF A CAR

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
SIGMA	115	31	92	81	15	52	58	48	14	
	99.9%	100.2%	100.0%	99.9%	100.0%	100.0%	100.1%	99.9%	100.1%	

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE CAPITAL GAINS RATE DIFFERENTIAL

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	106 100.0%	30 100.0%	87 100.0%	74 100.0%	15 100.0%	48 100.0%	53 100.0%	44 100.0%	13 100.0%	
MOST IMPORTANT="8"										
(8)	18 17.0%	3 10.0%	16 18.4%	11 14.9%	3 20.0%	9 18.8%	6 11.3%	5 11.4%	3 23.1%	
(7)	13 12.3%	4 13.3%	12 13.8%	9 12.2%	3 20.0%	5 10.4%	5 9.4%	5 11.4%	4 30.8%	
(6)	13 12.3%	6 20.0%	10 11.5%	8 10.8%	3 20.0%	6 12.5%	8 15.1%	6 13.6%	1 7.7%	
(5)	18 17.0%	6 20.0%	17 19.5%	13 17.6%	1 6.7%	9 18.8%	11 20.8%	7 15.9%	1 7.7%	
(4)	14 13.2%	3 10.0%	10 11.5%	10 13.5%	1 6.7%	5 10.4%	7 13.2%	6 13.6%	1 7.7%	
(3)	15 14.2%	4 13.3%	10 11.5%	10 13.5%		7 14.6%	7 13.2%	6 13.6%	2 15.4%	
(2)	13 12.3%	4 13.3%	11 12.6%	11 14.9%	4 26.7%	7 14.6%	9 17.0%	8 18.2%	1 7.7%	
(1)	2 1.9%		1 1.1%	2 2.7%				1 2.3%		
LEAST IMPORTANT="1"										
NO ANSWER	9	1	5	7		4	5	4	1	
BASE	106	30	87	74	15	48	53	44	13	
MEAN	5.02	5.00	5.17	4.84	5.33	5.06	4.77	4.66	5.77	

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

(CONTINUED...)

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE CAPITAL GAINS RATE DIFFERENTIAL

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
SIGMA	115	31	92	81	15	52	58	48	14	
	100.2%	99.9%	99.9%	100.1%	100.1%	100.1%	100.0%	100.0%	100.1%	

Q.5- RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	104 100.0%	30 100.0%	85 100.0%	73 100.0%	15 100.0%	46 100.0%	53 100.0%	44 100.0%	12 100.0%	
MOST IMPORTANT="8"										
(8)	3 2.9%	1 3.3%	3 3.5%	3 4.1%	1 6.7%	1 2.2%	2 3.8%	2 4.5%		
(7)	1 1.0%			1 1.4%				1 2.3%		
(6)	1 1.0%		1 1.2%							
(5)	7 6.7%	2 6.7%	7 8.2%	5 6.8%	2 13.3%	5 10.9%	3 5.7%	2 4.5%	1 8.3%	
(4)	15 14.4%	3 10.0%	14 16.5%	9 12.3%	2 13.3%	5 10.9%	8 15.1%	7 15.9%	2 16.7%	
(3)	22 21.2%	10 33.3%	16 18.8%	15 20.5%	4 26.7%	13 28.3%	15 28.3%	8 18.2%	2 16.7%	
(2)	36 34.6%	10 33.3%	26 30.6%	27 37.0%	5 33.3%	15 32.6%	18 34.0%	16 36.4%	4 33.3%	
(1)	19 18.3%	4 13.3%	18 21.2%	13 17.8%	1 6.7%	7 15.2%	7 13.2%	8 18.2%	3 25.0%	
LEAST IMPORTANT="1"										
NO ANSWER	11	1	7	8		6	5	4	2	
BASE	104	30	85	73	15	46	53	44	12	
MEAN	2.78	2.80	2.81	2.80	3.27	2.80	2.85	2.84	2.50	

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

(CONTINUED...)

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

ELIMINATE CURRENT ALTERNATIVE MINIMUM TAX

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND RIES	HOUSE- WARES	NO ANSWER
SIGMA	115	31	92	81	15	52	58	48	14	
	100.1%	99.9%	100.0%	99.9%	100.0%	100.1%	100.1%	100.0%	100.0%	

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

PERMIT FULL DEDUCTION OF HEALTH INSURANCE FOR SELF-EMPLOYED, PARTNERS, AND S CORPORATION STOCKHOLDERS

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	107 100.0%	31 100.0%	87 100.0%	75 100.0%	15 100.0%	47 100.0%	54 100.0%	44 100.0%	13 100.0%	
MOST IMPORTANT="8"										
(8)	27 25.2%	6 19.4%	20 23.0%	21 28.0%	6 40.0%	12 25.5%	15 27.8%	12 27.3%	3 23.1%	
(7)	16 15.0%	3 9.7%	11 12.6%	14 18.7%	2 13.3%	6 12.8%	7 13.0%	6 13.6%	1 7.7%	
(6)	14 13.1%	5 16.1%	12 13.8%	8 10.7%	1 6.7%	8 17.0%	7 13.0%	4 9.1%	1 7.7%	
(5)	14 13.1%	4 12.9%	10 11.5%	8 10.7%	2 13.3%	5 10.6%	8 14.8%	5 11.4%	2 15.4%	
(4)	9 8.4%	5 16.1%	9 10.3%	6 8.0%	2 13.3%	5 10.6%	6 11.1%	5 11.4%	2 15.4%	
(3)	10 9.3%	3 9.7%	9 10.3%	6 8.0%		6 12.8%	1 1.9%	2 4.5%	2 15.4%	
(2)	2 1.9%		2 2.3%	2 2.7%	1 6.7%	1 2.1%	1 1.9%	1 2.3%		
(1)	15 14.0%	5 16.1%	14 16.1%	10 13.3%	1 6.7%	4 8.5%	9 16.7%	9 20.5%	2 15.4%	
LEAST IMPORTANT="1"										
NO ANSWER	8		5	6		5	4	4	1	
BASE	107	31	87	75	15	47	54	44	13	
MEAN	5.30	4.94	5.06	5.47	5.93	5.43	5.35	5.09	4.85	

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

(CONTINUED...)

Q.5- RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

PERMIT FULL DEDUCTION OF HEALTH INSURANCE FOR SELF-EMPLOYED, PARTNERS, AND S CORPORATION STOCKHOLDERS

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
SIGMA	115	31	92	81	15	52	58	48	14	
	100.0%	100.0%	99.9%	100.1%	100.0%	99.9%	100.2%	100.1%	100.1%	

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

PAYROLL TAX SIMPLIFICATION

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	107 100.0%	31 100.0%	87 100.0%	76 100.0%	15 100.0%	47 100.0%	54 100.0%	44 100.0%	12 100.0%	
MOST IMPORTANT="8"										
(8)	2 1.9%	1 3.2%	1 1.1%	1 1.3%		1 2.1%	1 1.9%	1 2.3%		
(7)	14 13.1%	1 3.2%	13 14.9%	11 14.5%	2 13.3%	7 14.9%	8 14.8%	5 11.4%		
(6)	18 16.8%	4 12.9%	11 12.6%	15 19.7%	3 20.0%	3 6.4%	9 16.7%	8 18.2%	3 25.0%	
(5)	10 9.3%	4 12.9%	9 10.3%	8 10.5%	1 6.7%	3 6.4%	5 9.3%	5 11.4%	1 8.3%	
(4)	11 10.3%	4 12.9%	8 9.2%	6 7.9%	2 13.3%	7 14.9%	7 13.0%	3 6.8%	1 8.3%	
(3)	15 14.0%	5 16.1%	14 16.1%	10 13.2%		7 14.9%	5 9.3%	6 13.6%		
(2)	17 15.9%	7 22.6%	16 18.4%	9 11.8%	2 13.3%	8 17.0%	7 13.0%	8 18.2%	6 50.0%	
(1)	20 18.7%	5 16.1%	15 17.2%	16 21.1%	5 33.3%	11 23.4%	12 22.2%	8 18.2%	1 8.3%	
LEAST IMPORTANT="1"										
NO ANSWER	8		5	5		5	4	4	2	
BASE	107	31	87	76	15	47	54	44	12	
MEAN	3.88	3.52	3.81	3.99	3.60	3.53	3.93	3.86	3.33	

(CONTINUED...)

1990 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS REPRESENTATIVES
TABLE 13-1

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

PAYROLL TAX SIMPLIFICATION

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUNDRIES	HOUSE- WARES	NO ANSWER
SIGMA	111	31	92	81	15	52	58	48	14	
	100.0%	99.9%	99.8%	100.0%	99.9%	100.0%	100.2%	100.1%	99.9%	

Q.1 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

FEDERAL ESTATE TAX FREEZE PROHIBITION: SEC.2036(C)

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	103	30	84	72	14	47	53	44	11	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
MOST IMPORTANT=#1=										
(7)	1	1	1	1	1	1	1	1	1	
	1.0%	3.3%	1.2%	1.4%	7.1%	2.1%	1.9%	2.3%	9.1%	
(6)	5	1	5	2	1	3	3	3	1	
	4.9%	3.3%	6.0%	2.8%	7.1%	6.4%	5.7%	6.8%	9.1%	
(5)	14	5	9	13	1	5	7	7		
	13.6%	16.7%	10.7%	18.1%	7.1%	10.6%	13.2%	15.9%		
(4)	14	3	12	9	1	9	5	5	1	
	13.6%	10.0%	14.3%	12.5%	7.1%	19.1%	9.4%	11.4%	9.1%	
(3)	15	5	13	10	4	5	11	9	3	
	14.6%	16.7%	15.5%	13.9%	28.6%	10.6%	20.8%	20.5%	27.3%	
(2)	21	4	17	14		7	11	6	1	
	20.4%	13.3%	20.2%	19.4%		14.9%	20.8%	13.6%	9.1%	
(1)	33	11	27	23	6	17	15	13	4	
	32.0%	36.7%	32.1%	31.9%	42.9%	36.2%	28.3%	29.5%	36.4%	
LEAST IMPORTANT=#1=										
NO ANSWER	12	1	8	9	1	5	5	4	3	
BASE	103	30	84	72	14	47	53	44	11	
MEAN	2.75	2.80	2.74	2.79	2.86	2.81	2.83	3.00	2.91	
SIGMA	115	31	92	81	15	52	58	48	14	
	100.1%	100.0%	100.0%	100.0%	99.9%	99.9%	100.1%	100.0%	100.1%	

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE IRA DEDUCTION

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	106	31	87	75	15	47	54	44	12	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
MOST IMPORTANT="8"										
(8)	23	6	18	18	2	10	7	7	1	
	21.7%	19.4%	20.7%	24.0%	13.3%	21.3%	13.0%	15.9%	8.3%	
(7)	24	7	20	16	3	11	11	11	3	
	22.6%	22.6%	23.0%	21.3%	20.0%	23.4%	20.4%	25.0%	25.0%	
(6)	24	8	21	18	2	10	15	10	1	
	22.6%	25.8%	24.1%	24.0%	13.3%	21.3%	27.8%	22.7%	8.3%	
(5)	13	5	10	8	3	7	7	9	3	
	12.3%	16.1%	11.5%	10.7%	20.0%	14.9%	13.0%	20.5%	25.0%	
(4)	9	4	7	8	3	5	8	6	3	
	8.5%	12.9%	8.0%	10.7%	20.0%	10.6%	14.8%	13.6%	25.0%	
(3)	8		7	5	2	1	2	1	1	
	7.5%		8.0%	6.7%	13.3%	2.1%	3.7%	2.3%	8.3%	
(2)	2	1	2	1		1	2			
	1.9%	3.2%	2.3%	1.3%		2.1%	3.7%			
(1)	3		2	1		2	2			
	2.8%		2.3%	1.3%		4.3%	3.7%			
LEAST IMPORTANT="1"										
NO ANSWER	9		5	6		5	4	4	2	
BASE	106	31	87	75	15	47	54	44	12	
MEAN	5.93	6.07	5.92	6.05	5.47	5.94	5.59	6.02	5.42	

(CONTINUED...)

Q.5 RANK THIS ISSUE IN ITS ORDER OF IMPORTANCE TO YOU:

RESTORE IRA DEDUCTION

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND- RIES	HOUSE- WARES	NO ANSWER
SIGMA	115	31	92	81	15	52	58	48	14	
	99.9%	100.0%	99.9%	100.0%	99.9%	100.0%	100.1%	100.0%	99.9%	

Q.6 WHAT EFFECT HAVE IMPORTS HAD ON YOUR COMPANY'S SALES IN 1989

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	114 100.0%	31 100.0%	91 100.0%	80 100.0%	15 100.0%	51 100.0%	57 100.0%	48 100.0%	14 100.0%	
A SIGNIFICANT IMPACT	42 36.8%	13 41.9%	32 35.2%	33 41.3%	8 53.3%	19 37.3%	20 35.1%	16 33.3%	6 42.9%	
A MINOR BUT GROWING IMPACT	60 52.6%	17 54.8%	50 54.9%	40 50.0%	5 33.3%	28 54.9%	28 49.1%	27 56.3%	5 35.7%	
NO IMPACT AT ALL	12 10.5%	1 3.2%	9 9.9%	7 8.8%	2 13.3%	4 7.8%	9 15.8%	5 10.4%	3 21.4%	
NO ANSWER	1		1	1		1	1			
SIGMA	115 99.9%	31 99.9%	92 100.0%	81 100.1%	15 99.9%	52 100.0%	58 100.0%	48 100.0%	14 100.0%	

Q.7. ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

A. PRICE OF IMPORTS

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	114	31	92	81	14	51	57	47	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
(3) VERY IMPORTANT	86	24	67	61	10	37	45	33	11	
	75.4%	77.4%	72.8%	75.3%	71.4%	72.5%	78.9%	70.2%	78.6%	
(2) MODERATELY IMPORTANT	25	6	22	17	3	12	10	12	3	
	21.9%	19.4%	23.9%	21.0%	21.4%	23.5%	17.5%	25.5%	21.4%	
(1) NOT IMPORTANT	3	1	3	3	1	2	2	2		
	2.6%	3.2%	3.3%	3.7%	7.1%	3.9%	3.5%	4.3%		
NO ANSWER	1				1	1	1	1		
BASE	114	31	92	81	14	51	57	47	14	
MEAN	2.73	2.74	2.70	2.72	2.64	2.69	2.75	2.66	2.79	
SIGMA	115	31	92	81	15	52	58	48	14	
	99.9%	100.0%	100.0%	100.0%	99.9%	99.9%	99.9%	100.0%	100.0%	

Q.7 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

B. VALUE OF U.S.DOLLAR

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	113 100.0%	31 100.0%	90 100.0%	79 100.0%	15 100.0%	52 100.0%	56 100.0%	48 100.0%	14 100.0%	
(3) VERY IMPORTANT	56 49.6%	15 48.4%	46 51.1%	38 48.1%	6 40.0%	24 46.2%	29 51.8%	24 50.0%	6 42.9%	
(2) MODERATELY IMPORTANT	56 49.6%	16 51.6%	43 47.8%	40 50.6%	9 60.0%	28 53.8%	26 46.4%	23 47.9%	8 57.1%	
(1) NOT IMPORTANT	1 .9%		1 1.1%	1 1.3%			1 1.8%	1 2.1%		
NO ANSWER	2		2	2			2			
BASE	113	31	90	79	15	52	56	48	14	
MEAN	2.49	2.48	2.50	2.47	2.40	2.46	2.50	2.48	2.43	
SIGMA	115 100.1%	31 100.0%	92 100.0%	81 100.0%	15 100.0%	52 100.0%	58 100.0%	48 100.0%	14 100.0%	

Q.7 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

C. QUALITY OF IMPORTS

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	113	31	91	81	14	51	57	47	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
(3) VERY IMPORTANT	52	15	44	35	4	23	27	26	9	
	46.0%	48.4%	48.4%	43.2%	28.6%	45.1%	47.4%	55.3%	64.3%	
(2) MODERATELY IMPORTANT	56	15	43	43	10	26	28	21	5	
	49.6%	48.4%	47.3%	53.1%	71.4%	51.0%	49.1%	44.7%	35.7%	
(1) NOT IMPORTANT	5	1	4	3		2	2			
	4.4%	3.2%	4.4%	3.7%		3.9%	3.5%			
NO ANSWER	2		1		1		1	1		
BASE	113	31	91	81	14	51	57	47	14	
MEAN	2.42	2.45	2.44	2.40	2.29	2.41	2.44	2.55	2.64	
SIGMA	115	31	92	81	15	52	58	48	14	
	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Q.7 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

D. NON-COMPETITIVE U.S.LABOR COSTS

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELECT.	PAINT/ SUND-RIES	HOUSE-WARES	NO ANSWER
TOTAL ANSWERING	113	31	91	80	13	50	57	46	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
(3) VERY IMPORTANT	78	21	62	53	10	36	36	29	9	
	69.0%	67.7%	68.1%	66.3%	76.9%	72.0%	63.2%	63.0%	64.3%	
(2) MODERATELY IMPORTANT	32	10	27	25	2	12	18	14	4	
	28.3%	32.3%	29.7%	31.3%	15.4%	24.0%	31.6%	30.4%	28.6%	
(1) NOT IMPORTANT	3		2	2	1	2	3	3	1	
	2.7%		2.2%	2.5%	7.7%	4.0%	5.3%	6.5%	7.1%	
NO ANSWER	2		1	1	2	2	1	2		
BASE	113	31	91	80	13	50	57	46	14	
MEAN	2.66	2.68	2.66	2.64	2.69	2.68	2.58	2.57	2.57	
SIGMA	115	31	92	81	15	52	58	48	14	
	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.1%	99.9%	100.0%	

Q.7 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

E. CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	114 100.0%	31 100.0%	92 100.0%	81 100.0%	14 100.0%	51 100.0%	57 100.0%	47 100.0%	14 100.0%	
(3) VERY IMPORTANT	67 58.8%	22 71.0%	55 59.8%	50 61.7%	5 35.7%	32 62.7%	37 64.9%	32 68.1%	8 57.1%	
(2) MODERATELY IMPORTANT	42 36.8%	7 22.6%	33 35.9%	29 35.8%	9 64.3%	16 31.4%	17 29.8%	14 29.8%	6 42.9%	
(1) NOT IMPORTANT	5 4.4%	2 6.5%	4 4.3%	2 2.5%		3 5.9%	3 5.3%	1 2.1%		
NO ANSWER	1				1	1	1	1		
BASE	114	31	92	81	14	51	57	47	14	
MEAN	2.54	2.65	2.55	2.59	2.36	2.57	2.60	2.66	2.57	
SIGMA	115 100.0%	31 100.1%	92 100.0%	81 100.0%	15 100.0%	52 100.0%	58 100.0%	48 100.0%	14 100.0%	

Q.7 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

F. UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	111	31	90	78	14	50	54	47	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
(5) VERY IMPORTANT	70	19	56	51	6	31	35	32	8	
	63.1%	61.3%	62.2%	65.4%	42.9%	62.0%	64.8%	68.1%	57.1%	
(2) MODERATELY IMPORTANT	35	9	28	22	7	14	16	12	5	
	31.5%	29.0%	31.1%	28.2%	50.0%	28.0%	29.6%	25.5%	35.7%	
(1) NOT IMPORTANT	6	3	6	5	1	5	3	3	1	
	5.4%	9.7%	6.7%	6.4%	7.1%	10.0%	5.6%	6.4%	7.1%	
NO ANSWER	4		2	3	1	2	4	1		
BASE	111	31	90	78	14	50	54	47	14	
MEAN	2.58	2.52	2.56	2.59	2.36	2.52	2.59	2.62	2.50	
SIGMA	115	31	92	81	15	52	58	48	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	

Q.7 ASSESS THIS REASON FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:

G. CUSTOMERS' LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS (DOMESTIC VS. IMPORTS)

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELECT.	PAINT/ SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	111	30	90	78	14	51	55	46	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
(3) VERY IMPORTANT	33	13	25	25	4	15	18	19	2	
	29.7%	43.3%	27.8%	32.1%	28.6%	29.4%	32.7%	41.3%	14.3%	
(2) MODERATELY IMPORTANT	55	14	48	38	8	28	27	19	9	
	49.5%	46.7%	53.3%	48.7%	57.1%	54.9%	49.1%	41.3%	64.3%	
(1) NOT IMPORTANT	23	3	17	15	2	8	10	8	3	
	20.7%	10.0%	18.9%	19.2%	14.3%	15.7%	18.2%	17.4%	21.4%	
NO ANSWER	4	1	2	3	1	1	3	2		
BASE	111	30	90	78	14	51	55	46	14	
MEAN	2.09	2.33	2.09	2.13	2.14	2.14	2.15	2.24	1.93	
SIGMA	115	31	92	81	15	52	58	48	14	
	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Q.8 INDICATE YOUR INTEREST IN THIS PARTICULAR LABOR ISSUE:

A. MANDATORY HEALTH INSURANCE

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	113 100.0%	31 100.0%	91 100.0%	79 100.0%	15 100.0%	51 100.0%	57 100.0%	48 100.0%	14 100.0%	
(3) VERY IMPORTANT	61 54.0%	17 54.8%	52 57.1%	45 57.0%	9 60.0%	33 64.7%	31 54.4%	28 58.3%	6 42.9%	
(2) MODERATELY IMPORTANT	32 28.3%	6 19.4%	24 26.4%	21 26.6%	4 26.7%	13 25.5%	14 24.6%	12 25.0%	5 35.7%	
(1) NOT IMPORTANT	15 13.3%	5 16.1%	12 13.2%	9 11.4%	2 13.3%	4 7.8%	9 15.8%	6 12.5%	3 21.4%	
NEED MORE INFORMATION	5 4.4%	3 9.7%	3 3.3%	4 5.1%		1 2.0%	3 5.3%	2 4.2%		
NO ANSWER	2		1	2		1	1			
BASE	108	28	88	75	15	50	54	46	14	
MEAN	2.43	2.43	2.46	2.48	2.47	2.58	2.41	2.48	2.21	
SIGMA	115 100.0%	31 100.0%	92 100.0%	81 100.1%	15 100.0%	52 100.0%	58 100.1%	48 100.0%	14 100.0%	

Q.8 INDICATE YOUR INTEREST IN THIS PARTICULAR LABOR ISSUE:

B. PARENTAL AND MEDICAL LEAVE

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	110	31	90	76	15	49	55	45	13	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
(3) VERY IMPORTANT	24	8	20	17	3	13	11	10	1	
	21.8%	25.8%	22.2%	22.4%	20.0%	26.5%	20.0%	22.2%	7.7%	
(2) MODERATELY IMPORTANT	37	9	27	24	3	16	20	16	6	
	33.6%	29.0%	30.0%	31.6%	20.0%	32.7%	36.4%	35.6%	46.2%	
(1) NOT IMPORTANT	36	11	31	25	7	17	18	15	5	
	32.7%	35.5%	34.4%	32.9%	46.7%	34.7%	32.7%	33.3%	38.5%	
NEED MORE INFORMATION	13	3	12	10	2	3	6	4	1	
	11.8%	9.7%	13.3%	13.2%	13.3%	6.1%	10.9%	8.9%	7.7%	
NO ANSWER	5		2	5		3	3	3	1	
BASE	97	28	78	66	13	46	49	41	12	
MEAN	1.88	1.89	1.86	1.88	1.69	1.91	1.86	1.88	1.67	
SIGMA	115	31	92	81	15	52	58	48	14	
	99.9%	100.0%	99.9%	100.1%	100.0%	100.0%	100.0%	100.0%	100.1%	

1990 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS REPRESENTATIVES
TABLE 26

Q.9 DO YOU PROVIDE EMPLOYEES WITH EXTENDED UNPAID MEDICAL LEAVE

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELECT.	PAINT/ SUND RIES	HOUSE- WARES	NO ANSWER
TOTAL ANSWERING	207	30	85	74	13	46	53	42	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
YES	37	8	29	26	6	15	14	11	4	
	34.6%	26.7%	34.1%	35.1%	46.2%	32.6%	26.4%	26.2%	28.6%	
NO	70	22	56	48	7	31	39	31	10	
	65.4%	73.3%	65.9%	64.9%	53.8%	67.4%	73.6%	73.8%	71.4%	
NO ANSWER	8	1	7	7	2	6	5	6		
SIGMA	115	31	92	81	15	52	58	48	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Q.10 DO YOU PROVIDE EMPLOYEES WITH UNPAID FAMILY LEAVE

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB/ELECT	PAINT/SUND/WIRE	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	105	30	84	75	14	45	53	42	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
YES	34	12	28	25	8	10	17	12	6	
	32.4%	40.0%	33.3%	34.7%	57.1%	22.2%	32.7%	28.6%	42.9%	
NO	71	18	56	47	6	35	35	30	8	
	67.6%	60.0%	66.7%	65.3%	42.9%	77.8%	67.3%	71.4%	57.1%	
NO ANSWER	10	1	8	9	1	7	6	6		
SIGMA	115	31	92	91	15	52	58	48	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Q.11 COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR FAMILY PLAN

		PRODUCT LINE(S) REPRESENTED							
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMB ING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	91	26	75	63	11	39	48	35	11	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
NONE/0%	30	9	24	21	4	11	19	10	2	
	33.0%	34.6%	32.0%	33.3%	36.4%	28.2%	39.6%	28.6%	18.2%	
LESS THAN 50%	4	2	3	3			2	2		
	4.4%	7.7%	4.0%	4.8%			4.2%	5.7%		
50%	5	2	4	4		1	1			
	5.5%	7.7%	5.3%	6.3%		2.6%	2.1%			
80%	2		2	1		1	1	2	1	
	2.2%		2.7%	1.6%		2.6%	2.1%	5.7%	9.1%	
85%	2		2							
	2.2%		2.7%							
100%	48	13	40	34	7	26	25	21	8	
	52.7%	50.0%	53.3%	54.0%	63.6%	66.7%	52.1%	60.0%	72.7%	
NO ANSWER	24	5	17	18	4	13	10	13	3	
BASE	91	26	75	63	11	39	48	35	11	
MEAN	60.33	55.27	61.43	59.52	63.64	70.00	55.56	65.63	80.00	
SIGMA	115	31	92	81	15	52	58	48	14	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.1%	100.0%	100.0%	

Q.11 COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR INDIVIDUAL PLAN

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/POWER TOOLS	AUTO/TOYS/SPORTS	LAWN/GARDEN	PLUMBING/ELECT.	PAINT/SUNDRIES	HOUSEWARES	NO ANSWER
TOTAL ANSWERING	65	20	54	44	7	25	29	23	6	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
NONE/0%	20	6	15	16	3	7	13	6	2	
	30.8%	30.0%	27.8%	36.4%	42.9%	28.0%	44.8%	26.1%	33.3%	
50%	4	2	3	3		1	1			
	6.2%	10.0%	5.6%	6.8%		4.0%	3.4%			
80%	2		2	1		1	1	2	1	
	3.1%		3.7%	2.3%		4.0%	3.4%	8.7%	16.7%	
90%	1			1						
	1.5%			2.3%	-					
100%	38	12	34	23	4	16	14	15	3	
	58.5%	60.0%	63.0%	52.3%	57.1%	64.0%	48.3%	65.2%	50.0%	
NO ANSWER	50	11	38	37	8	27	29	25	8	
BASE	65	20	54	44	7	25	29	23	6	
MEAN	65.39	65.00	68.70	59.55	57.14	69.20	52.76	72.17	63.33	
SIGMA	115	31	92	81	15	52	58	48	14	
	100.1%	100.0%	100.1%	100.1%	100.0%	100.0%	99.9%	100.0%	100.0%	

Q.12 WHAT HAS BEEN YOUR COMPANY'S RECENT EXPERIENCE REGARDING THE AMOUNT OF TIME AND EFFORT SPENT ON COMPLIANCE WITH REGULATIONS AND PAPERWORK

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG. MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	115 100.0%	31 100.0%	92 100.0%	81 100.0%	15 100.0%	52 100.0%	58 100.0%	48 100.0%	14 100.0%	
SIGNIFICANT DECREASE	2 1.7%		1 1.1%	1 1.2%	1 6.7%	2 3.8%	1 1.7%	1 2.1%		
MODERATE DECREASE	3 2.6%		3 3.3%	3 3.7%		1 1.9%	1 1.7%	1 2.1%	1 7.1%	
NO CHANGE	19 16.5%	6 19.4%	16 17.4%	13 16.0%	4 26.7%	7 13.5%	11 19.0%	11 22.9%		
SIGNIFICANT INCREASE	38 33.0%	13 41.9%	26 28.3%	25 30.9%	5 33.3%	12 23.1%	24 41.4%	17 35.4%	5 35.7%	
MODERATE INCREASE	53 46.1%	12 38.7%	46 50.0%	39 48.1%	5 33.3%	30 57.7%	21 36.2%	18 37.5%	8 57.1%	
SIGMA	115 99.9%	31 100.0%	92 100.1%	81 99.9%	15 100.0%	52 100.0%	58 100.0%	48 100.0%	14 99.9%	

Q.15 IF YOUR COMPANY HAS EXPERIENCED AN INCREASE IN PAPERWORK,WHICH AGENCIES ARE RESPONSIBLE FOR THE INCREASE

		PRODUCT LINE(S) REPRESENTED								
	TOTAL	BLDG MATER IALS	HARD WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB ING/ ELECT.	PAINT/ SUND RIES	HOUSE WARES	NO ANSWER
TOTAL ANSWERING	92	24	72	64	10	41	44	34	12	
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
IRS	81	23	65	56	10	38	38	30	10	
	88.0%	95.8%	90.3%	87.5%	100.0%	92.7%	86.4%	88.2%	83.3%	
OSHA	15	3	11	4	2	5	6	4		
	16.3%	12.5%	15.3%	6.3%	20.0%	12.2%	13.6%	11.8%		
EPA	15	1	13	9	1	9	7	4		
	16.3%	4.2%	18.1%	14.1%	10.0%	22.0%	15.9%	11.8%		
TRANSPORTATION	11	2	8	9	1	5	4	4	1	
	12.0%	8.3%	11.1%	14.1%	10.0%	12.2%	9.1%	11.8%	8.3%	
COMMERCE	12	6	10	9	1	4	7	7	2	
	13.0%	25.0%	13.9%	14.1%	10.0%	9.8%	15.9%	20.6%	16.7%	
OTHER	18	2	13	17	1	7	7	9	2	
	19.6%	8.3%	18.1%	26.6%	10.0%	17.1%	15.9%	26.5%	16.7%	
NO ANSWER	25	7	20	17	5	11	14	14	2	
SIGMA	175	44	140	121	21	79	83	72	17	
	163.0%	154.1%	166.8%	162.7%	160.0%	166.0%	156.8%	170.7%	125.0%	